



At left is a photo of Amy Duarte, now age 12, the daughter of Linda and Richard Duarte of School Street, who had a bone marrow transplant yesterday, in an attempt to fight leukemia. At right is Trish Duarte, 17, a senior at Andover High School, holding the photo of her sister, to whom she donated her healthy bone marrow in the operation yesterday.

## Amy Duarte, age 12, is fighting for her life

By Perry Colmore

**T**his is the story of two mothers who had a good thing going, and still do, but got upset when they met a third mother who had some major troubles.

The main character in this moving story is 12-year-old Amy Duarte, the daughter of Linda and Richard Duarte of School Street. Amy, a seventh-grader at Doherty Middle School, has leukemia. She was first diagnosed Dec. 10, 1991. She was treated extensively with chemotherapy for 18 months, and was in remission until last month, when she relapsed.

Yesterday, Amy had a bone marrow transplant at the Center for Cancer Research at Richland Memorial Hospital in Columbia, S.C. By Tuesday, Amy was weak from radiation and chemotherapy, and was not eating, her mother reported from South Carolina. Her transplant occurred after the *Townsmen* went to press Wednesday afternoon.

The question of why Amy isn't being treated in the Boston hospital where her original treatments took place brings up

the supporting young woman of this story: Amy's 17-year-old sister, Trish, a senior at Andover High School. Trish donated her own bone marrow for her sister's transplant. Trish was a 4 out of 6 donor, meaning close to a perfect match, which would have been 6-6.

Linda Duarte said her daughter is in this 18-month-old South Carolina hospital because it is famous for its procedure of transplanting to the ill person healthy marrow from a donor who isn't an exact match. She says the hospital works on the theory that, in Amy's case, a 4-6 match from a family member is better than a 6-6 match from a non-family member because the girls share parents and genetic similarities.

Yesterday at noon, Linda Duarte phoned to say Trish had just come through one of the easiest harvesting procedures that hospital had had. It took just 45 minutes. "Trish is resting in her room," she said. "She's very tired now."

But I am digressing from my story of three mothers.

I knew about Amy about a year ago, and asked if we could write about her. We favor recovery stories and at the time,

(Continued on page 31)

## Other school systems are tackling inclusion

### Public forum on inclusion set for Tuesday

By Neil Fater

A trend toward greater inclusion appears to be underway in some schools, and leveling is still used at high schools in communities often considered similar to Andover.

However, towns such as Lincoln, Westwood and Concord, which many might consider to be similar to Andover, have more resources to spend on each school-age child, and thus may have more options available to their educators.

"I think our expectations are to some extent comparable,"

said Mark McQuillan, superintendent of Andover schools. "And I think we do very well by comparison with (these) other communities. But they have more money to invest at this point."

With regards to inclusion, Andover appears to be of a similar mindframe as Concord, Westwood, Lincoln, and neighboring North Andover, in that there are continuing and increasing efforts to include all special-needs children in desegregated classrooms whenever

(Continued on page 32)

## Commercial/Industrial tax shift could hit 145 %

By Don Staruk

Commercial and industrial property could be taxed at a rate as high as 145 percent of its assessed value this year due to a dramatic drop, about 25 percent, in the assessed value of that property from last year.

That 145-percent number is the figure Selectman Gerald Silverman, following a discussion about revaluation and the tax rate Monday night, estimated

would have to be used to maintain taxes at about what they were last year for all property owners. Assessor William Krajewski confirmed that that "balancing figure" was fairly accurate.

"I haven't calculated it because I don't want to know what it is," Mr. Krajewski said Tuesday, pointing out he doesn't

(Continued on page 4)

### INSIDE:

- Your letters, about Saturday's hazardous waste collection, about inclusion, condoms, a senior center, and more: pages 34-36.
- League of Women Voters teams up with schools to help give kids a better sense of values: page 31.
- Step By Step - Local walk-a-thon benefits cancer research: page 12.
- Phillips Academy drops plans to develop Draper Hall, page 6.
- Recalling Halloween in Andover from years past: page 32.

### NEXT WEEK:

- Town Directory & Newcomers' Guide, a special section designed to be a 'map' of Andover.

**Trick-or-treating in Andover is set by the selectmen and police to be Sunday, from 5:30-7:30 p.m.**

**Turn clocks back an hour when you go to bed Saturday, when daylight savings ends.**

New Cars & Car Care, a special section / Home delivery: 475-1943

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# Andover High student charged with rape

By Don Staruk

An 18-year-old Andover High School student was arrested last week and charged with raping a 13-year-old girl at a house party on River Road on Sunday, Oct. 17.

Philip Theberge, 18, of 208 Beacon St., and 97 Greenfield St., Lawrence, was arrested at the high school at 11:41 a.m. on Friday, Oct. 22, by Detective Joseph Hastings and charged with rape of a child with force. He was arraigned in Lawrence District Court later Friday and held on \$5,000 cash bail. He is scheduled to return to court tomorrow, Friday, Oct. 29, for a pre-trial conference and is expected to be surrendered at that time for violation of his probation for previous convictions.

Mr. Theberge has a suspended one-year jail sentence for his conviction April 13 on charges of larceny of a motor vehicle, malicious destruction of property, possession of burglary tools and failure to stop for a police officer. The sentence was suspended for two years.

He was also convicted of driving while under the influence of alcohol and leaving the scene of a property damage accident in April, 1992; and of driving to endanger in July, 1992. The state of New Hampshire also holds a warrant for Mr. Theberge for being a fugitive from justice, according to Andover's court officer, Sgt. John Bernhardt.

The sexual assault allegedly occurred at about 4:45 a.m. during a Saturday night party that

continued into the early morning hours of Sunday, according to Lt. John Houlihan, commander of the detectives division. The victim was one of several people at the house party, all of whom were 18 or under, and alcohol was being consumed, according to police.

At some point the victim went into the bathroom and Mr. Theberge allegedly followed her and sodomized her, according to Sgt. Bernhardt.

Police were called and the victim was taken to Lawrence General Hospital where a doctor allegedly found evidence of trauma.

Police would not say where the victim was from.

Mr. Theberge lives with his father, at 208 Beacon St., during the week and occasionally stays with his mother in Lawrence on weekends, according to Timothy Thomas, Andover High School principal. Mr. Theberge is a junior at the High School and has attended the school for three years, according to Mr. Thomas.

Mr. Thomas said Mr. Theberge has been informed that he must talk to Mr. Thomas before he returns to classes at the high school. Mr. Thomas said he and school officials still are investigating what the school system's obligations are in providing an education in this case.

"He's not in attendance in school now," Mr. Thomas said Monday.

"He was in school up until Friday."

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NEXT WEEK: Town Directory & Newcomers' Guide: a special listing of non-profit clubs and groups, committees and boards, town officials, hospitals, transportation and more.

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## NEWS IN BRIEF

### Register to vote at Nov. 8 Town Town Meeting

*Baby sitting available there*

A Special Town Meeting will be held Monday, Nov. 8, at 7 p.m. at the Collins Center on Shawsheen Road.

Residents who wish to participate in the Special Town Meeting have only until tomorrow, Friday, to register to vote at the meeting.

The town clerk's office at town offices on Bartlet Street will be open tomorrow from 8:30 a.m. until 8 p.m. for the special registration.

Day Care at Night will be available at the meeting for parents of children ages 5-12. Registration is mandatory by Friday, Nov. 5, through the Department of Community Services for a fee of \$5 per child.

Children will not be allowed to enter the voting section of Special Town Meeting. Parents should make plans to use the Day Care at Night program or speak to an election official about sitting in the non-voter section.

Sign language interpreters, material on tape and other auxiliary aides and services will be provided on request to ensure effective communications as specified in the Americans with Disabilities Act. Requests should be made by Nov. 1 to the ADA Coordinator, Andover Town Offices, 36 Bartlet St., Andover, Mass. 01810.

### Veterans to meet Oct. 31 at 11

Members of the American Legion Post No. 8 and the Veterans of Foreign Wars of Andover will meet in the Veterans Headquarters on Whittier Street Sunday, Oct. 31, at 11 a.m. The purpose of this meeting is to replace more than



Photo by Lisa Adelsberger

**This black and white young adult male cat needs a home. He currently is being held at Andover Animal Hospital. If you would like to meet him, call 475-3600.**

1,300 American flags on graves of veterans interred in local cemeteries.

### Town to run cholesterol clinic

The Andover Board of Health will hold a cholesterol screening clinic Wednesday, Nov. 10, from 9 a.m. to noon for Andover residents only. An appointment is necessary.

The simple fingerstick test for total cholesterol costs \$5 and does not require fasting. The program includes dietary counseling by the public health nurse and referral to a person's private physician for follow-up care as

needed.

For more information or an appointment, call the health department at 470-3800, Ext. 255.

### River Watershed Council meets today in N.H.

The Merrimack River Watershed Council will hold its annual membership meeting Thursday, Oct. 28, at the Anheuser-Busch Brewery, 221 Daniel Webster Highway, Merrimack, N.H. The business meeting will start at 6:30 p.m. with a buffet dinner from 7 to 8 p.m.

A debate concerning government's role in the enforcement of environmental laws will be held from 8 to 9:30 p.m. The debate will focus on whether government agencies should increase enforcement actions or provide more technical assistance to those violating environmental laws.

For more information and to register, call the MRWC office at 363-5777.

### LWV meeting is tonight; it's about schools

The League of Women Voters of Andover invites all townspeople concerned about Andover schools to a meeting tonight, Thursday, 7:30 at Ila Cox's home, 56 Central St.

Superintendent Mark McQuillan and a member of the School Committee will be present.

Possible subjects are space and building issues, class size and the recently passed Massachusetts School Reform Act. There will be opportunities for sharing ideas and concerns.

For further information, call Jackie Kovacs at 470-3466.

## Quote, unquote . . .

**'P**erhaps that's why so many doctors have trouble communicating with their patients and have so little tolerance for co-workers who cannot think as fast as they do. Perhaps that is why society views many of us as elitist and rude.'

Dan Biles, M.D., in a letter to the editor, page 34

**'I**frequently see parents with a child in tow on the back of the bicycle. The child helmeted, the parent not.'

Bicyclist Mark C. Vens, in a letter to the editor, page 35

**'I**realized how we were preparing for our daughters' bat mitzvahs and she was preparing for her daughter's bone marrow transplant.'

Elaine Glickman, pages 1 and 31

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# Commercial/industrial tax shift could hit 145 percent

(Continued from page 1)

want to make it seem he is recommending that number, which is not his job. "I would say that Jerry's not far off with that figure. I will say that he's certainly in the ball park."

The tax classification shift is a mechanism the town uses to balance the portion of the town's tax levy, the amount the town is allowed to raise through property taxes, which is paid by residential and commercial and industrial property owners. Since the town began using a tax shift, it has maintained a roughly 65/35 ratio, with 65 percent of the town's tax levy being paid by residential property owners and 35 percent paid by commercial and industrial property owners.

The classification shift is set each year by selectmen following a public hearing. This year's tax classification hearing, which promises to be lively, is scheduled for Monday, Nov. 15, at town offices. Selectmen will probably then vote on the tax shift at their next meeting, on Nov. 29.

Commercial and industrial property was taxed at 120 percent of its value last year. The estimated 25 increase would mean commercial and industrial property owners would pay about the same taxes this year as they did last year, and would prevent residential property owners from having to absorb the roughly 25 percent drop in the total value of the

town's commercial and industrial property. Failure to increase the tax shift would put a greater tax burden on residential property owners.

Mr. Krajeski said Tuesday that the law prevents the town from going above a 150-percent shift in one year.

"You have to be at 150 for one year before you can go higher than that," he said.

A change in property values does not present a crisis for the budget. The amount of money raised will be roughly the same, but who pays the bills is the problem.

## 25 percent drop

Mr. Krajeski told selectmen that the recently completed property revaluation confirmed what he has suspected for the last three years: that commercial- and industrial-zoned properties have dropped dramatically in value. Mr. Krajeski said C/I properties dropped 40 to 50 percent since the last property revaluation three years ago. The values were adjusted each of the last two years to accommodate some drop in value, Mr. Krajeski said, but not enough properties had been sold or leased to provide sufficient data to make an accurate assessment. Until this past year, there hadn't been a sale of vacant industrial property in West Andover in three years, he said.

"But this time around, we felt as though we had a real good grip on what was occurring," Mr. Krajeski

said.

C/I property that used to lease for \$10 a square foot in the Industrial corridor along Interstate 93 is now going for as low as \$4.50 a square foot, Mr. Krajeski said. The lowest rates are for large, single-occupancy buildings. A handful of sales of large industrial buildings in the last year indicated drops in value ranging from 14 to 70 percent.

Those properties were largely responsible for the 25 percent drop in the total C/I value from last year, Mr. Krajeski told selectmen.

"It seems to me that's a bit traumatic," Selectman Larry Larsen said.

In fact, Dr. Larsen said he didn't believe the figures and questioned Mr. Krajeski on why the drop wasn't anticipated and why adjustments hadn't been made for it.

"I'm wondering why the sudden cold shower," Dr. Larsen said.

Mr. Krajeski, becoming somewhat defensive, repeated that adjustments had been made each of the last two years but, as it turned out, the adjustments were just not large enough.

Mr. Krajeski said that during the mid-'80s there was one year that property values doubled due to revaluation. This was a similar situation, but in reverse. He said the current situation is part of a real-estate cycle, and that he thinks this is the end of the cycle, "or certainly very close to

it at this point."

Mr. Krajeski said all communities are facing a similar situation, and specifically named Lexington and Burlington, two communities he frequently uses for comparison to Andover.

"Both those communities are seeing this kind of dramatic change. All communities are seeing this kind of change," he said.

Mr. Krajeski stressed that it is not his job

(Continued on page 5)



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# C/I values have dropped dramatically

(Continued from page 4)

to make recommendations or suggestions on how the tax rate is set. His job is to establish "full and fair market value" for properties, and to supply selectmen with whatever information they request so that they can set the tax rate.

He said the danger in not setting values accurately, as reflected by the market, is that the town could be sued.

"We have about 200 cases in court at this point," Mr. Krajeski said, which he considers to be a significant number. Seventy-five of those cases are for residential property, Mr. Krajeski said.

In the end, Dr. Larsen conceded that the information from Mr. Krajeski, albeit bad, was necessary.

"It's depressing, but it helped," Dr. Larsen said.

## The levy

Tony Torrisi, town budget and finance director, thought it was important that people disregard the "myth" that the town is raising a lot of money through tax classification. The levy will go up about \$2 million, to about \$46 million, regardless of the shift, he said. That's about a 4.3 percent increase.

New growth, the value of buildings just built and added to the tax base this year, contributes to the increase. Proposition 2 1/2, the law that prevents a town's levy from being increased more than 2 1/2 percent in any one year, allows for new growth to be excluded from that tax limitation. Two major industrial expansions, one at Genetics Institute and one at Hewlett-Packard, helped increase the levy this year.

## Residential rates rising

The town's total residential value increased about 2.3 percent this year, partly due to new growth, Mr. Krajeski said. Without new growth, the total residential value would have stayed about the same or dropped slightly, Mr. Krajeski said.

While it is still a buyer's market for more expensive homes, those in the \$350,000 to \$400,000 range, lower-priced homes, those valued at \$100,000 to \$200,000, are selling, he said.

"Property values are rising in this community - at a very, very slow rate - but they are rising," he said.

He's seen a 5-10 percent increase in the lower-end market during the last two years,

Mr. Krajeski said. Part of that is due to the low prices and the availability of low mortgage rates, he said.

Mr. Krajeski showed selectmen the sale prices of 19 houses that were purchased in 1990 or 1991 and which sold again this year. The sale prices ranged from \$150,000 to \$439,000 in 1990, and from \$151,500 to \$403,000 this year.

Of the 19 sales, 13 showed appreciation and the average change for all

19 was a 2.7 percent increase in value.

## Residential revaluations

About 1,000 people had questions regarding their property values following completion of revaluation last month, Mr. Krajeski said. Approximately 800 people came into his office during the public hearings to go over the figures and another 250 to 300 people called on the telephone, he said. That represents

about 10 percent of property owners, which is "what we expect to see," the assessor said.

"It didn't scare me, what we saw," Mr. Krajeski said.

Some corrections were made as a result of complaints. One group of complaints in particular was for properties on Greenwood Road, where consideration for traffic from the Internal Revenue Service Center and Raytheon was not factored into the original assessments. Those were corrected.

"We used the hearings for things like that," Mr. Krajeski said.

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# Phillips Academy cancels Draper Hall plans

By Alix Driscoll

Draper Hall, the Romanesque building facing the gates on Phillips Academy's Abbot campus on School Street, will not be developed into rental apartments. According to Neil Cullen, chief financial officer of Phillips Academy, the trustees of the school voted Oct. 15 to cancel the project. It had been in the planning stage for several years. He said the total project cost, including construction, site preparation and fees, came in at \$8.1 million. That was \$1.6 million more than anticipated.

"It is very disappointing. It is a cost-of-construction issue," said Mr. Cullen.

He said there had been two options. The school and its developer, Elaine Finbury of Rufus Choate Associates of Salem, Mass., had applied for a Housing and Urban Development (HUD) endorsement of the loan. It would yield a lower interest rate on the loan but require an "open shop process" requiring the use of union labor at prevailing wages.

Mr. Cullen explained if the school went out to borrow on the open market, that is, not use the HUD finance endorsement and not use union labor, the school might risk

the loss of the land if the developer faced foreclosure at some time.

"The board of trustees were not willing to subordinate fee interest in the land," he said. The original plans called for a long-term lease of the land to the developer. The academy never planned to give up control of the Abbot land.

## Academy options

"We are going to do work on the roof," said Mr. Cullen. "The question

for the academy now is how much of the existing building can we afford to preserve for academy uses. We have to review all the potential academy uses. There is no clear sense at the moment. It could include faculty housing and other uses."

The original development plans had preserved the front of Draper Hall facing School Street and the two wings facing west into 52 market rate apartments. The school had obtained

permission from the town to demolish two small buildings and Abbey Hall, a dormitory, to allow access by roadway from Phillips Street.

"All things being equal, we would like to preserve the whole building. The cafeteria would be torn down in any case," he said.

"We've appreciated the support of the town and neighbors. We look forward to keeping the neighbors involved," said Mr. Cullen.

## RECYCLING

**Leaves to be picked up at curbside for four weeks; may not be in dark bags**

By Virginia Cole

Leaves will be picked up curbside for four weeks, beginning Nov. 1. There will be no pickup the week of Thanksgiving, Nov. 22-27, but the week of Nov. 29-Dec. 3 will finish the collection.

Leaves will be picked up by Vining, the trash collector, on the same days as regular trash pickup, but the leaves must be put out in other than black, brown or dark green trash bags.

The contractor will send separate trucks for leaves, and a different truck for trash. Do not be concerned if they come at different times, but they will come on the same day.

Barrels, clear plastic bags or biodegradable large, brown, paper bags may be used

(Continued on page 7)

## RED'S 35th ANNIVERSARY SPECIAL!

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## Lowell General Hospital welcomes Dr. Rekha Quazi, pediatrician



Lowell General Hospital welcomes **Rekha Quazi, M.D.**, who is opening her practice of pediatric medicine in Chelmsford.

"For me, the practice of pediatrics is not only taking care of children when they are sick, but more so on preventing them from getting sick," says Dr. Quazi. "Helping infants grow into healthy adults is my goal."

Board certified in both Pediatrics and Pediatric Endocrinology, she provides complete primary care services for newborns through adolescents. And Dr. Quazi has a special interest in treating children with endocrine disorders. She received her medical degree in India, and completed her pediatric residencies at Lenox Hill Hospital in New York, and a pediatric endocrinology fellowship at NYU Medical Center in New York.

Dr. Quazi, who resides in Andover, served as director of the Pediatric Health Center at Holy Family Hospital in Methuen for over six years. Her new office is located at 1 Courthouse Lane in Chelmsford.

Dr. Quazi welcomes new patients. Please call (508) 934-9474 to schedule a visit.



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# 25 hear local man refute town incorporation date

By Neil Fater

Clifford Wrigley said he got a standing ovation after his slide-lecture presentation last Saturday, Oct. 23, at Old Town Hall. Unfortunately it was from only about 25 people.

Mr. Wrigley presented material that he said proves that what has been commonly taken to be the primary events in Andover history are not the first events but rather the result of misinterpretation and a lack of research by historians. He said that the 1646 settlement that has long been referred to and celebrated as Andover's first incorporation was actually the third incorporated settlement following previous settlements in 1629 and 1634.

"I thought his new data was quite impressive," said Forbes Rockwell, a noted local historian, who attended the slide-lecture. "It was well done and a nice job."

However, Mr. Rockwell said he thought the first settlement of 1629, which was intended to be a trucking, or fur trading station, may have just been run by one or two traders who were there to acquire beaver pelts from native Americans. He questioned "whether you consider a trading post out in the country an established settlement."

"When I tend to think of a settlement I think of the first permanent settlement," said

Mr. Rockwell.

"I think it's a question of definition," he said. "That's where I'm having a hard time agreeing with him."

According to Mr. Wrigley, William Wood's 1634 map of interior New England marked the first settlement, Pentucket, as an officially established settlement. For a settlement to be incorporated, it had to have at least six houses and a church/town house.

"I think any thoughts I have on it would be premature," said John Sullivan, a member of the Historic Commission who also attended the presentation. "I found it interesting but

I haven't reached any conclusion."

At Saturday's lecture, Mr. Wrigley called on citizens to ask town leaders and historical societies to acknowledge his new research and to avoid celebrating an event that he believes actually tried to eliminate the town.

"I want people to write to their selectmen and leaders (and persuade them) that they are celebrating the wrong thing," said Mr. Wrigley. "Sixteen-forty-six was the attempt to incorporate four acres of ground. I think that was irrefutably proved."

"I don't want them to discontinue the parade," said Mr. Wrigley. "I want them to acknowledge the

truth."

Currently there are plans for a 350th celebration to take place in 1996. Norma Gammon, head of the 350th Celebration Committee, said she did not know if anyone from the committee had attended Saturday's lecture but said the subject of Mr. Wrigley's research was likely to come up at the committee meeting last night, Wednesday, Oct. 27, after the *Townsmen* went to press.

"I was very disappointed in the small crowd," Mr. Wrigley said of his lecture.

While some people had told him the pleasant weather during one of

(Continued on page 10)

## RECYCLING

(Continued from page 6)

for leaves. The contractor cannot co-mingle leaves and trash and needs to clearly see which is which. Putting them on opposite sides of the driveway would help.

Clear plastic, 33-gallon bags can be purchased at NHD hardware store in North Andover as well as the large, brown biodegradable leaf bags. The supermarkets at this time are not carrying large, clear plastic bags.

Leaves can be composted at the site on High Plain Road. This composting facility will be open Thursday, Friday and Saturday from 8 a.m. to 4 p.m. through Saturday, Dec. 4.

Of course you can have your own compost pile; no bags needed, no transportation needed and compost will be available when you need it.



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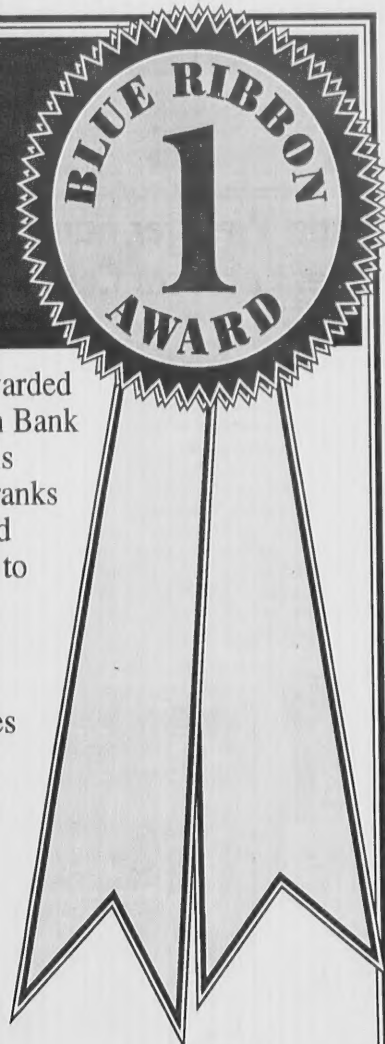
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## BUSINESS

### Chamber plans trade program on exporting

The Greater Lawrence Chamber of Commerce, in cooperation with the Massachusetts Small Business Development Center, will sponsor a multi-session international trade program on the Basics of Exporting, a practical hands-on series for developing an export business plan.

The program is designed to prepare new-to-export companies and infrequent exporters for success in the world marketplace by teaching the "nuts and bolts" of international trade. Private sector and government experts specializing in areas such as international market analysis and entry options, freight logistics, payment terms and finance options, accounting issues and legal considerations will be the speakers.

The program will be held from 5 to 8:30 p.m. on five consecutive Mondays, Nov. 1-29, at the Ramada Rolling Green in Andover. Registration for Greater Lawrence Chamber members is \$175; \$225 for non-members. A light supper is included in the fee. Enrollment is limited to 25 companies. Call Joseph Bevilacqua, president of the Greater Lawrence Chamber of Commerce, at 686-0900. The seminar is co-sponsored by the Massachusetts Small Business Development Center, Massachusetts Industrial Finance Agency, Massachusetts Office of International Trade and Investments, Massachusetts Port Authority and Northeastern Utilities and is offered as part of Gov. Weld's Partners For Trade executive seminar series.

### Johanna Webster named vice president of local Century 21

At a recent meeting of the Century 21 Carriage House sales force, Jean Fitzgerald, broker/owner, announced that Johanna Webster has been appointed vice president of Century 21 Carriage House in recognition of her hard work, loyalty and dedication.

In 1993, Ms. Webster, who has been associated with Century 21 Carriage House (formerly Century 21 Minute-man) for three years, was awarded the Centurion Award, the highest honor bestowed by Century 21.

"And she is ahead of schedule to attain this award for 1994," said Ms. Fitzgerald. "This is indeed a remarkable achievement."

The 20-year resident of Andover lives with her husband, Rich, at 32 Michael Way. The Websters have two children, David, a lieutenant in the U.S. Army stationed at Fort Irwin, Calif., and Jennifer, mother of their granddaughter, Samantha.

"We are extremely proud of Johanna," remarked Pamela Lebowitz, Ms. Fitzgerald's partner. "The Centurion Award is attained by the top 2 percent of sales associates worldwide. To be a Centurion, a realtor must have annual sales of at least \$5 million. Only a hard-working professional like Johanna can be named Centurion."

### Merrimack College to hold marketing strategy seminar

The Merrimack College Center for Direct Marketing will hold a one-day conference on Effective Direct Marketing Strategies for Financial Services on Friday, Nov. 12. Experts in financial services will examine the newest and most effective direct marketing strategies and techniques.

The conference is designed to maximize direct marketing efforts of professionals in the financial services industry. Ann Christensen, vice president at BayBank Systems Inc., and Dennis Driscoll of Fidelity Advertising will be the keynote speakers.

Ms. Christensen is responsible for strategic planning for direct marketing, the BayBank Catalog and retail direct mail campaigns designed to sell BayBank's wide range of products and services to customers. She was the architect of the Direct Marketing Division. Ms. Christensen will discuss BayBank's use of direct marketing to complement its traditional branch distribution system.

Mr. Driscoll, who is responsible for Fidelity's advertising and direct marketing programs, will discuss Fidelity's communications and direct marketing. He is senior vice president and general manager of Fidelity Advertising, Fidelity Investment's full-service, in-house advertising agency.

The conference includes two information sessions about practical, real-world marketing solutions from industry professionals.

In the afternoon there will be discussion sessions for sharing ideas, perspectives and solutions to today's direct marketing challenges.

Session leaders are Kathy K. Teplitz, vice president, Research Boston; George Wojtkiewicz, GWH Associates; Myrna L. Schultz, principal of Myrna Lee Associates; Thomas E. Swithenbank, chief executive officer at Harte-Hanks Data Technologies; Linda Neff, president of Marketing Connections Corporation; Ronald Myers, vice president of direct marketing services at Moore Response Marketing Services.

The Center for Direct Marketing has developed partnerships with local businesses to support the event.

Moore Response Marketing Services is co-sponsoring the conference.

American-Professional Mailing & Telemarketing List Company Inc., Creative Professional Services, Inc.; Eagle Offset Printing; Marketing Connections; Massachusetts Envelope Company; and Wilde Direct Media Marketing will have exhibits at the conference.

The New England Direct Marketing Association has endorsed the conference.

Effective Direct Marketing Strategies for Financial Services is the first of five industry-focused conferences sponsored by the Center for Direct Marketing.

During the next six months the center will sponsor direct marketing conferences focused on health care, hospitality, high technology, and retailing/consumer products.

For more information about the Center for Direct Marketing's conferences and courses, call 837-5182 or write Center for Direct Marketing, Merrimack College, Sullivan Hall, North Andover, Mass. 01845.

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## Andover Banks runs cash sweepstakes

Andover Bank has announced its participation in the 1993 CIRRUS World Of Cash Sweepstakes, an international contest designed to inform cardholders about how they can use CIRRUS automated teller machines to obtain cash throughout the United States, Canada and overseas.

Andover Bank customers can win by participating in two different CIRRUS Sweepstakes. Customers are automatically entered into the Transaction Sweepstakes when they use their Andover Bank ATM card at any ATM that displays the CIRRUS symbol. The Transaction Sweepstakes includes a \$50,000 cash

grand prize for a "U.S. ATM financial transaction," and another \$50,000 will be awarded for a cash withdrawal at an ATM outside this country. Other prizes include an expense-paid trip for two, pairs of airline tickets, Sony Camcorders and Sony Watchman portable TVs. The Scratch-to-Win Sweepstakes provides customers with the opportunity to win \$50, \$100, \$1,000 or \$25,000.

The sweepstakes runs through Nov. 30. Winners of the Transaction Sweepstakes will be drawn in January and notified in February.

## Valley Project plans convention

The Merrimack Valley Project will hold its second Annual Convention Sunday, Oct. 31, at St. Patrick's Church Center, 11 East Kingston St., Lawrence. Registration is at 12:30 and the convention runs from 1:30 to 4:30 p.m.

The Merrimack Valley Project is a co-sponsored effort of the Office of the Regional Catholic Bishop, the Episcopal Diocese of Mass., the Presbyterian Church (USA)-Northern New England, United Church of Christ-

Andover and Essex Associations, the Union of American Hebrew Congregations-Northeast Region, the Merrimack Valley United Methodist Ministry, the Merrimack Valley Baptist Assoc., the Mass. State AFL-CIO, and the Greater Lowell and Greater Lawrence-Haverhill Central Labor Councils, organized in July 1989 to save and create jobs, needed public services and new investment in the Valley. Call 686-0650.

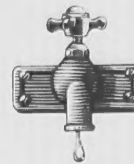
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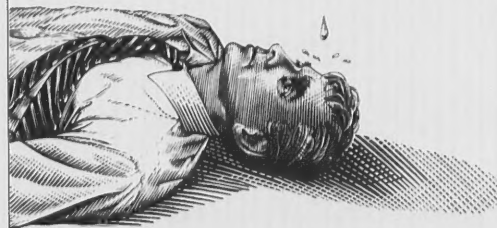
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# News Calendar

## THURSDAY, OCT. 28

Greater Lawrence Sanitary District, 7:30 p.m., Charles Street, North Andover.

Greater Lawrence Community Action Council dinner meeting, 6:30 p.m., Greater Lawrence Technical School, River Road.

## FRIDAY, OCT. 29

Contributory Retirement Board, 3 p.m., third floor, town offices.

Last day to register to vote, 8:30 a.m.-8 p.m., town clerk's office, town offices.

## SATURDAY, OCT. 30

Set clocks back an hour at bedtime tonight as daylight savings ends.

## SUNDAY, OCT. 31

American Legion Post No. 8 and the Veterans of Foreign Wars of Andover, Veterans Headquarters on Whittier Street at 11 a.m.

Trick or Treat hours in Andover, hours approved by Board of Selectmen and police, 5:30-7:30 p.m.

## MONDAY, NOV. 1

School Building Committee, 8 p.m., second floor, town offices.

Ballardvale Historic District Study Committee, 7:15 p.m., faculty room, South School.

Real estate tax bills for second quarter due today.

## TUESDAY, NOV. 2

Andover School Committee, executive session, 6:30 p.m., third floor, school administration building.

Andover School Committee, 7:30 p.m., Memorial Auditorium, Doherty Middle School.

## THURSDAY, NOV. 4

Board of Appeals, 7 p.m., Memorial Hall

Library.

## SATURDAY, NOV. 6

Board of Appeals, deliberation meeting, 9:30 a.m., second floor, Memorial Hall Library.

## COMING UP

Town Meeting, Monday, Nov. 8, 7 p.m. Collins Center, Andover High School; babysitting available; see page 3 for story on how to arrange baby sitting.

## 25 show up for lecture

[Continued from page 7] the last Saturdays in October had kept people away, Mr. Wrigley said, "I suspect it's a lack of interest in history."

Mr. Wrigley officially announced at Saturday's lecture that his estate, valued at more than \$250,000, was to be used to conduct further research into this matter. He said he had filed a bequest with the Merrimack Valley Community Foundation to make sure that his estate was either split up evenly among the Andover, North Andover and Lawrence historical societies, or given to the society that showed the most

interest in continuing his task.

"I've been working night and day for five months, working from at least midnight to 4 or 5 in the afternoon," said Mr. Wrigley.

Mr. Wrigley, a former college art history professor, said he had 150 copies of his

lecture left over after his Saturday presentation. He said he had already given 50 copies to the Lawrence Historical Society to hand out to those interested, and had plans to give 50 copies each to the Andover and North Andover historical societies for the same purpose.

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## Your Dental HEALTH

by Richard D. Hopgood, D.M.D.



### MAINTAINING DENTURES

Just as natural teeth require brushing, flossing, and regular exams, dentures also require regular care and attention. It is wrong to assume that dentures can be fitted and forgotten. Not only is the dentist's help needed to help denture patients with their adjustment period, but periodic examination is needed to maintain good fit and prevent pressure sores from forming. Sources of irritation that are allowed to continue can cause excess soft tissue to grow in place. If dentures are not kept scrupulously clean, an inflammation of soft mouth tissues may arise from bacterial contamination. Dentures are also subject to wear. By relining dentures, rebasing them, and replacing worn artificial teeth, the dentist can help assure a continued healthy and comfortable fit.

Whether you wear dentures or still have your natural teeth, we hope you'll celebrate National Dental Hygiene Week with us. This third week in October is dedicated to increasing public awareness of the importance of preventive oral health care and the dental hygienist's role as the preventive professional. For complete family dental care, call us at 475-2431, 296 Lowell Street, Rt 133, with easy access off Rt 93. We have office hours Mon & Thur 10-8, Tues and Fri, and by appointment.

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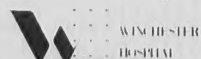
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## SENIORS

By Sharon L. Souza

The Ms. Senior Sweetheart Pageant will be held in Fall River on Sunday, Nov. 7. We still have a few tickets left at \$6 each. Transportation is free, leaving the Senior Center at 11 a.m. for the pageant, which starts at 2 p.m., and planning to stop at the White's of Westport Restaurant for dinner on the way home. Andover's representative at the pageant is Hildegard Lange.

The annual Andover Lodge of Elks free Thanksgiving dinner for all Andover senior citizens will be held on Sunday, Nov. 7, and

Sunday Nov. 21, at noon at the Elks Lodge, 400 South Main St. Tickets for either Sunday can be obtained at the Senior Center.

The Alzheimer's Support Group will meet Monday, Nov. 1, at 7 p.m. at the Senior Center. The guest speaker is Sue Patten from Nevins Alzheimer's Adult Day Health Center.

The Parkinson's Support Group will meet at the Senior Center on Monday, Nov. 1, at 1 p.m.

Zack Longley from the Family Shield Inc. will conduct a free seminar on estate planning with living trusts at the Senior Center on Thursday, Nov. 4, at 12:30 p.m.

A meeting to organize preparations for

the annual Christmas Parade will be held at the Senior Center on Thursday, Nov. 4, at 10 a.m.

Frank Olivieri, secretary of Elder Affairs, will hold a Senior Forum at the Methuen Senior Center on Tuesday, Nov. 9, at 9:15 a.m. Seniors will have the opportunity to ask questions and express opinions and concerns. Although the forum is free, call 794-3296 in advance to let them you are coming.

The Senior Center will hold a dental screening on Thursday, Nov. 4, from 9 to 11:30 a.m. Dr. James Conroy will provide the examination for a nominal fee. Call the Senior Center to schedule an appointment.

Dr. Larry Goldstein, podiatrist, will offer routine foot care for a nominal fee at the Senior Center on Tuesday, Nov. 2, at 12:30 p.m. Call the Senior Center to schedule an appointment.

## SENIOR MEALS

**Monday:** Baked chicken with gravy, oven-brown potatoes, peas, homemade cornbread, chilled pineapple, milk.


**Tuesday:** Pork chop suey, chow mein noodles, rice, roll, fortune cookie, milk.

**Wednesday:** Stuffed peppers, mashed potatoes, wax beans, Parker House roll, fresh fruit, milk.

**Thursday:** Baked macaroni with cheese, tossed salad, homemade biscuit, cake with frosting, milk.


**Friday:** Baked salmon with white sauce, au gratin potatoes, carrot wheels, wheat bread, fruit Jell-O with topping, milk.

The Senior Center will serve Salisbury steak on Monday, Nov. 8, and roast beef, Tuesday, Nov. 9. For reservations, call 470-3830 before 2 p.m. on the business day before the lunch you plan to attend.



**Understanding Chiropractic**

by Mark F. DeLorenzo, D.C.



### STRESS-INDUCED BACK PAIN

One example of an adverse mind-body connection is the one in which psychological stress causes back pain. More than one study has revealed that those Americans who reported the highest levels of stress also experience elevated incidences of back pain. All too often, increased stress causes a bodily reaction that takes the form of a chronic shortening and tightening of the muscles. In some cases, psychological stress can actually trigger back spasms. These problems can lead to over-stretched ligaments as well as place excess stress on the back. To treat stress-induced back pain, the chiropractor treats the whole patient. Once stress reduction techniques are recommended to relieve the source of the problem, the chiropractor can work on the physical manifestations of stress.

Chiropractors have a thorough understanding of all of the body's systems and are dedicated to finding the root of your problem, not just treating your symptoms. For natural and safe care, please call DELORENZO CHIROPRACTIC GROUP, 475-5042, for an appointment. Our office is located at 15 Central Street.

P.S. Back pain that arises from no readily apparent cause should not be summarily dismissed as being "all in your head."

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## Lowell General Hospital welcomes Dr. Chand Bhan, psychiatrist

Lowell General Hospital welcomes Chand Bhan, M.D., who has opened his practice of psychiatry in Chelmsford. "My interest has been in understanding the connection between the mind and body, and then treating the whole person, not just the symptoms," says Dr. Bhan. "My training in internal medicine as well as psychiatry gives me an excellent perspective on the biological aspects of human emotion and behavior."

Dr. Bhan is certified by the American Board of Psychiatry and Neurology and will provide the complete range of psychiatric services. He has special interests in treating anxiety, mood, neuropsychiatric, and geropsychiatric disorders. He trained as a physician both in India and in the United States, and completed his psychiatric training at Bronx Lebanon Hospital Center, New York.

Now an Andover resident, Dr. Bhan has been in private practice in Central Massachusetts since 1978, and has relocated his office to 1 Courthouse Lane in Chelmsford.

**Dr. Bhan welcomes new patients.**  
Please call (508) 934-9828 to schedule a visit.



OCT 28 1993

# ANDOVER SCHOOLS SPONSOR 'STEP BY STEP'



Andover public schools sponsored Step By Step, a 10K non-competitive walk-a-thon, on Sunday, Oct. 24. The community came together to raise money for the American Cancer Society. Mark McQuillan, superintendent of schools, suggests a moment of silence to remember loved ones lost to cancer and those battling the disease.



Photos by Lisa Adelsberger

Under sunny skies in The Park, the crowd applauds the organizers of the event and gets ready for the 10K walk. The event was billed as "a fun, healthy celebration of life." T-shirts were awarded to individuals who collected donations of \$20 or more.



Carolyn and Amy Malleck, a mother-daughter team, work out before the 10K walk gets underway. They stand facing "the memory tree," planted in The Park in front of Memorial Auditorium. The tree displays purple ribbons on its branches, with messages of hope written on the ribbons by walk-a-thon participants.



Andover High varsity and JV soccer teams participated in the walk. In the back row are coach Karl Lippmann, Meghan Lynch, Robin LaPointe, Jen Aylward, Shannon Lee, Alison Georgian and coach Dick Loschi. In the middle are Jenn Munroe and Kim Kelley. In front are Jen Schapira, Cathy Zappala, Randi Spiegel and Jen Prudden.



The AHS cheerleaders helped provide a festive noontime atmosphere on the beautiful fall Sunday as they went through their routines. Dr. McQuillan then cut the ribbon to signal the start of the 10K event.



They're off... and walking. The message of Step By Step, both figuratively and literally, is: "Crossing the finish line isn't important... crossing the starting line is."



## Larry Larsen will speak next Thursday on violence

"Aggression and Violence" will be the topic of a lecture presented by Andover psychologist Larry Larsen next Thursday, Nov. 4, at 7:30 p.m. at the Andover/North Andover Branch of the YMCA. The fee for Dr. Larsen's lecture is \$5. Call the Y at 685-3541.

## Technical School's Advisory Council holds its first meeting

The first meeting of Greater Lawrence Technical School's Advisory Council was held Wednesday evening, Oct. 20.

The school Advisory Council is comprised of co-chairpersons Marsha A. McDonough, superintendent-director, and Joseph Sweeney of AT&T. Frank Vacirca, the school's academic coordinator, is administrator. Staff members are Gene McCarthy, academic teacher, John Iacobucci, vocational teacher, and Maria Isabel Alonso, ESL teacher.

Parents are Charles DeStefano, Darlene MacDonald, Dottie Sanchez and Linda Taveres.

The student member is Jael Aldebot, grade 12.

Business/community representatives are Charles Daher and Jim Ritchie of Commonwealth Motors and Ellen Murphy of KGR.

The next meeting is scheduled for Wednesday, Nov. 17, at 5:30 p.m. in the school's Four Winds dining room.

**Trick-or-Treat hours are 5:30-7:30 p.m. Sunday, Oct. 31. See page 19.**

## Senior Safari committee begins its plans for '94 tonight at 7:30

The first organizational meeting of the Andover High School 1994 Senior Safari committee will take place tonight, Thursday, at 7:30 p.m. in the school's library annex.

Volunteers are needed to help the organizers, senior co-chairwomen Nancy Raymond and Carol Viola, and junior chairwoman Bink Roberts.

The first Senior Safari, an all-night, drug-free, alcohol-free graduation celebration, was held in June at the AHS gym.

The organizers used the adage "It takes a village to raise a child" in organizing parental, student and community support.

About 80 percent of the 1993 senior class attended the celebration, they said.

**The deadline for school news is 5 p.m. Friday, Oct. 29.**

## THE REAL ESTATE CORNER



with Jean Fitzgerald & Pamela Lebowitz

## MAKING YOUR HOUSE ACCESSIBLE

Having your house on the market involves a certain invasion of privacy. If you're lucky, agents will be previewing it and showing it to buyers with some regularity. On one hand, you'll want to make it reasonably accessible to real estate professionals and their prospects. On the other hand, you don't want to step out of your shower as a local broker is bringing in a group of buyers.

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If there's a move in your future, the real estate specialists at Century 21 Carriage House are ready to serve you. Feel free to visit our office at 10 High Street, or phone us at 475-1243.

## Tim Thomas, AHS principal, will deliver state-of-the-school address at PAC meeting Nov. 1

Tim Thomas, Andover High School principal, will address parents at the monthly PAC meeting Monday, Nov. 1, at 7:30 p.m. in the Collins Center.

The address will include

updates on curriculum, extracurricular activities and the building renovations that are planned to accommodate 400 additional students.

A brief business meeting of the PAC will follow.

## ANDOVER LITTLE LEAGUE REGISTRATION 1994

Dear Little League Parents,

Little League Registration for the Spring, 1994 Season will take place at the West Middle School on the following dates and at the following times:

**Tuesday, November 9th from 6:30 P.M. to 8:45 P.M.**

**Thursday, November 11th from 6:30 P.M. to 8:45 P.M.**

**Saturday, November 13th from 9 A.M. to Noon.**

Registration will take place in the cafeteria.

If this is your child's first year in Little League, please have available a copy of your son's or daughter's birth certificate.

We have continued to choose three dates this year in order to make registration as convenient as possible. Because so much of the organization of the programs occurs in November and December, registrations received after November 13th will be assessed a \$15.00 late fee. Registrations received after January 1, 1994 will be placed on a waiting list. No new teams will be created to accommodate players after this date.

## ANDOVER... YOU CAN DO SOMETHING POSITIVE FOR THE ENVIRONMENT!

For Andover's Rechargeable & Button Battery Curbside Collection:

1. Place only button and/or rechargeable batteries in a sealable, plastic bag.
2. Put bag beside your recycling container for your hauler to collect during regular recycling pickup.

If you have any questions, call the town of Andover Board of Health at (508) 470-3800, ext. 255.



**RECYCLE RECHARGEABLE AND BUTTON BATTERIES.**

Photos by Lisa Adelsberger

## Pike students monitor Shawsheen River quality

Pike School eighth-graders took water samples from the Shawsheen River last Thursday, Oct. 21. For more than five years Pike has been one of several schools in Massachusetts and New Hampshire monitoring the quality of water in the Merrimack River and its tributaries.

Pike is part of a program sponsored by UMass Lowell and the departments of fisheries and wildlife

in Massachusetts and New Hampshire. Science students draw water at designated spots along the Merrimack and its feeders, do testing at their schools and convene to share their information.

Participants this year are Naveen Ayyagari and Bethany Caruso of Andover, Jared Craft of Melrose, Vanessa Ho of North Andover and Sean McGrath of Atkinson, N.H.

Pike School teacher Dianne Rice looks on as Naveen Ayyagari takes a sample of water in the Shawsheen River last Thursday. Vanessa Ho stands ready to record data from the sampling. For more than five years students from Pike have drawn water on designated days, rain or shine. The sun was nowhere to be found last Thursday morning. ►



Sean McGrath empties out the water sample he collected in his boot.



Taking a break from their work near the Central Street bridge, during a break in the early-morning downpour, are: (front row) Sean McGrath and Jared Craft; (standing) Naveen Ayyagari, Bethany Caruso, their teacher, Dianne Rice, and Vanessa Ho.



Sean McGrath and Vanessa Ho work as a team near the bridge.

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Wednesday, November 17, 1993  
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We welcome you to tour our innovative, independent elementary school. Prospect Academy believes that children learn best when their natural curiosity and capacity for learning are supported by a creative curriculum, which fosters active participation and individual attention. Prospect Academy offers affordable tuition rates as well as before and after school child care.

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## Greater Lawrence Technical School's homecoming is tomorrow night, football team hosts Whittier Tech

Greater Lawrence Technical School's homecoming is scheduled for tomorrow, Friday, with a football game hosting the Whittier Wildcats at 7 p.m.

This year's homecoming queen is Melissa Melendez, a senior in cosmetology.

In her court are: Eileen Sanchez, carpentry; Christina

Parsons, data management; Laurie Dumais, data management; and Kristen Voight, electronics.

The Greater Lawrence Reggie Boosters will sponsor a post-game reception in the cafe.

For more information, call Frank Vacirca or Jim Qualter at 686-0194.

Wondering about Halloween activities for the kids?  
What night is Trick-or-Treat? See page 19. ►

## School spirit soars at AHS

By Chris Stamm

Late October... a time of brightly colored falling leaves, hot apple cider and, of course, Spirit Week at Andover High School. This annual fall tradition, which took place last week, Oct. 18-22, was a week-long, energetic display of school spirit.

Each day students were encouraged to dress up according to a specific theme. Students rummaged through their parents' closets for Monday's Oldies Day. "A quick twist of the shirt" prepared students for Tuesday's Backwards Day. After dusting off their Sunday best, students were ready for Formal Day on Thursday. Finally, the school colors flooded the school Friday for Blue and Gold day.

As the AHS students changed their appearance for Spirit Week, they decided to alter the building as well. Throughout the school the cheerleaders hung posters to sup-

port each of the fall athletic teams. In addition, each class decorated its hallway with balloons, streamers and posters, anything that added to the excitement of the week.

The week reached its peak during Friday's pep rally, during which students psyched themselves up for the evening's football game against Dracut.

The announcement of each grade's Spirit King and Queen, followed by the post-game dance, rounded out the week's festivities.

Although the big game resulted in a tie, Spirit Week was not focused around winning or losing, but rather on creating a family atmosphere at AHS. In this respect, all of the students who enjoyed the five days of camaraderie were victors, as they continued another AHS fall tradition.

Chris Stamm, a senior at Andover High School, writes for the Townsman.

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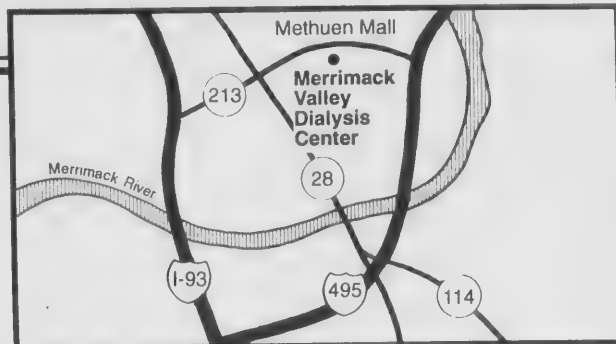
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Photo by Lisa Adelsberger

Andover residents Melissa and Greg Pennington enjoy the splendid fall weather in The Park last Sunday, at Step By Step, the 10K walk-a-thon benefit for cancer research. Melissa and Greg are the children of Bill and Brooke Pennington.

## SCHOOL MENUS

Here's what's for lunch in the Andover schools Nov. 1-5. Jelly lunch is available daily.

### Elementary schools

**Monday:** Hot dog on roll, mustard, relish, ketchup, baked beans, fruit cup, milk or juice.

**Tuesday:** Chicken nuggets with honey dip, mashed potatoes, gravy, sliced carrots, bread and butter, cookie, milk or juice.

**Wednesday:** Spaghetti with meat sauce, green beans, super-pretzel, pudding with topping, milk or juice.

**Thursday:** Taco boat with meat stuffing, lettuce, tomato and cheese, corn, fudge brownie, milk or juice.

**Friday:** Tuna salad sandwich, potato puffs, ketchup, peas, fruit cup, milk or juice.

A pizza or peanut butter and

### Middle schools

**Monday:** Hot dog on roll, mustard, relish, ketchup, baked beans, fruit cup, milk.

**Tuesday:** Chicken cutlet on roll, potato puffs, ketchup, green beans, oatmeal raisin nut cookie, milk.

**Wednesday:** Meatball sub with tomato sauce, wax beans, fruited Jell-O with topping, milk.

**Thursday:** Nachos with cheddar cheese sauce, Spanish rice, baked beans, frosted cake, milk.

**Friday:** Cheese pizza, carrot and celery sticks, chilled peaches, milk.

A manager's special is available daily.

All menus are subject to change.

## CHOCOLATE LOVERS' MONTH

at The Butler's Pantry



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Each and every Saturday we will be featuring a chocolate candy tasting from among our many lines of luxury chocolates. Included will be offerings from Godiva, Joseph Schmidt, Harbor Sweets, Winand Chocolates and, our newest addition, Neuhaus Belgian Chocolates.

These sweet treats will be sampled beginning Oct. 2 and continue all month. A different chocolate maker will be featured each Saturday between 11 a.m. and 4 p.m.

### This Week: Neuhaus Belgian Chocolates

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## SCHOOLTALK

Winifred Bowersox, M.Ed., L.P.C., a national board-certified counselor, will present a workshop entitled "Appropriate Ways to Handle Inappropriate Behavior" next Thursday, Nov. 4. The free session, sponsored by the West Elementary School PTO, will be held in the school's auditorium on Beacon Street at 7:30 p.m. For information, call Susan Taylor at 685-9605.



Winifred Bowersox

This week's Saturday morning "Film Trips" in the Children's Room at Memorial Hall Library will feature seasonal stories, including "The Vanishing Pumpkin," "The Three Robbers," "I'm Coming to Get

You" and "The Midnight Farm." The program begins at 10 a.m.; all pre-schoolers accompanied by a parent are invited.

The third annual Shawsheen School Harvest Picnic took place Saturday, Oct. 16. Although the sun was slow to appear, it didn't prevent many Shawsheen School families from picnicking while the children had fun on the playground. Special activities, such as a doughnut-eating contest, face-painting, and a pumpkin-decorating contest added to the festivities. The school building was open so students could give their families tours of their classrooms.



Shawsheen School's Harvest Picnic included a pumpkin-decorating contest and other activities.

Shore Country Day School families from Andover invite the public to attend an informational coffee Monday, Nov. 8, from 7:30 to 9 p.m. Call (508) 927-1700, Ext. 204.

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# HALLOWEEN CALENDAR

**THURSDAY, OCT. 28**  
**"Not-too-scary" bedtime stories** for 3- to 5-year-olds, in the Children's Room at Memorial Hall Library, 6:30 p.m.; "Pajama Party" story-time is a drop-in program all preschoolers 3½ to 5 are invited to attend. "PJs and nighties are optional," organizers said.

**FRIDAY, OCT. 29**  
**Haunted House**, sponsored by Department of Community Services, Doherty Middle School auditorium, 6:30-8:30 p.m., \$2; Mary Donohue 470-3800.

**SATURDAY, OCT. 30**  
**Family Halloween party**, costume parade, games, face-paint-

ing, food, prizes, Andover/North Andover YMCA, 165 Haverhill St., 3-4:30 p.m.; \$7/family of 3, \$8/family of 4, \$9/family of 5 or more; 685-3541.

**Halloween party**, face-painting, haunted house, refreshments, games, Lawrence YMCA, 2-5 p.m.; \$2; Frank Kenneally 686-6191.

**Phantom of the Opera**, 1925 film classic with Lon Chaney and Chandler Noyes on the Great Organ, benefit for Methuen Young People's Theater, Methuen Memorial Music Hall, 192 Broadway, Methuen, 7 p.m. and 10 p.m.; \$10 and \$3; send checks made out to Methuen Young People's Theater, 16 Lyndale Ave., Methuen, Mass. 01844.

**Haunted Trail**, 1-hour walk "through eerie vignettes, spooky sketches and haunting scenes," presented by Children's Theatre in Residence at Maudslay State Park, Newburyport, 3-5 p.m.; \$3.50, children under 3 free; 465-2572.

**SUNDAY, OCT. 31**  
**Trick or Treat hours in Andover**, 5:30-7:30 p.m., hours approved by the Andover Board

of Selectmen.

**Tom McCabe, storyteller**, Silverado Athletic Club, 10-12 Main St., 1 and 2:30 p.m.; \$5; parents must accompany children; 474-1888.  
**Haunted Trail**, see Saturday's listing.

## ONGOING

**Haunted House**, benefit for Aleppo Temple, Shriners Auditorium, Wilmington, Exit 39 off Route 495, Thursday, Oct. 28, 6-9 p.m.; Friday, Oct. 29, 6-10 p.m.; Saturday, Oct. 30, 3-9 p.m., children's costume contest at 7 p.m.; \$3; 665-6466, 657-4202.

**Dracula**, presented by Playhouse Dinner Theatre, 194 Main St., Amesbury, through Oct. 31, Thursday-Saturday, dinner at 7 p.m. and show at 8:30, Sunday, dinner at 5 p.m. and show at 6:30; midnight dinner and show Oct. 30; 388-9444.

**A Scream in the Dark**, presented by Fiesta Shows, Cawley Stadium, Route 38, Exit 38 off Route 495; opens at 5:30 p.m., Saturdays at noon, Sundays at 1 p.m.; costume contest Saturday, Oct. 30, at 2 p.m.; \$6 includes all rides and attractions, (800) 831-9847.

## Haunted House is a scary walk

The Department of Community Services will sponsor its annual Haunted House tomorrow, Friday, Oct. 29, between 6:30 and 8:30 p.m. at Doherty Memorial Auditorium.

With a slight touch of sorcery and some spirited help from volunteers, the auditorium has been transformed into a ghostly gallery. Alien Alley, General Hospital and ancient characters are some of the new attractions greeting visitors.

For the past few years an exit door was placed halfway

through the house in the event young children wanted to leave before they reached the back door.

"There will be no easy-out shortcut for scaredy-cats this year," warns Mary Donohue, DCS program coordinator. "This year we trimmed the route back and eliminated the easy-out door. But please use caution when bringing your youngsters because this year it is scary."

A \$2 admission fee will be charged at the door.

## Come see what these Andover and North Andover students are doing in Beverly



Shore Country Day School families from Andover and North Andover invite you to an informational coffee on Monday, November 8 from 7:30 to 9 p.m. in North Andover.

If you would like more information or you would like to attend, please call (508)927-1700, extension 204 or 207.

Shore School serves children in Readiness for Kindergarten through Grade Nine. This year Shore enrolls 15 students from Andover and North Andover, with a total of 435 students from 40 communities. We welcome your interest in our program.

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# ENTERTAINMENT CALENDAR

## THURSDAY, OCT. 28

**Senior Safari** organizational meeting to plan 1994 graduation-night event, library annex, Andover High School, 7:30 p.m.

**Gala Fall Fashion Show**, benefit for the church roof, sponsored by Friends of St. Mary's Church, 300 Haverhill St., Lawrence; at the Andover Marriott, 123 River Road, 6 p.m.; \$30; 685-1111.

## FRIDAY, OCT. 29

**Addison Gallery of American Art**, opening reception tonight 5-7 p.m., *Drawings of Stuart Davis: The Amazing Continuity*, through Jan. 2, and *Within Memory: Eleven Photography Projects* through Jan. 9, Tuesdays through Saturdays 10 a.m.-5 p.m., Sundays 1-5 p.m., closed Mondays and national holidays; free and open to the public; Duncan Will 749-4015.

**Phillips Academy Concert and Jazz Bands**, Cochran Chapel, Phillips Academy, 7 p.m.; free and open to the public; 749-4263.

**Used children's clothing sale**, sponsored by Andover Fund for Education, Old Town Hall, Main Street, consign clothes 8 a.m.-4 p.m.; sale 7-9 p.m.; 470-3616.

**Fall book sale**, sponsored by Friends of Stevens Memorial Library, 345 Main St., North Andover, 6-8 p.m.; Lianne Cristaldi 689-9549.

## SATURDAY, OCT. 30

**Used children's clothing sale**, see Friday's listing, 9 a.m.-2 p.m.

**For Colored Girls Who Have Considered Suicide When the Rainbow Is Enuf**, by Ntozake Shange, Tang Theatre, George Washington Hall, Phillips Academy, Chapel Ave., 7 p.m.; \$5 general admission, \$2 with Phillips Academy ID; 749-4430.

**All TSL Dance**, sponsored by The Single Life, Ramada Hotel Rolling Green, Route 133, 8 p.m.; \$4 members, \$8 non-members; (617) 891-8750.

**Fall book sale**, see Friday's listing, 10 a.m.-2 p.m.

**Menagerie... Offbeat**, featuring Juree James, Jane Vondell and Sue O'Neill of Andover, benefit for Menagerie Theatre, performed by Menagerie Theatre, Denworth Hall, Bradford College, 8 p.m.; \$8 adults, \$6 seniors and students; 373-1999.

**Who's in Charge: Workers and Managers in the United States**, Smithsonian Institution exhibit, opening today, through Dec. 12, Boott Gallery, 400 Foot of John St., Lowell, 10 a.m.-4 p.m. daily; 970-5000.

**Polish film festival**, Heritage Park Visitors' Center, 1 Jackson St., Lawrence, 1 p.m., 686-9230.

**Halloween singles dance**, sponsored by Parents Without Partners, Knights of Columbus Hall, Route 38, (Main Street), Tewksbury, 8 p.m.-midnight, \$5 members, \$6 non members; 667-6834.

## SUNDAY, OCT. 31

**Fauré Requiem**, performed by choir of West Parish Church,



**Midge Brecher**, instructor of modern dance at Phillips Academy, worked with her students to produce a dramatic dance that helped re-open the Addison Gallery of American Art on the PA campus last Saturday during Parents Weekend. The Addison Gallery, which had been closed since late spring for extensive renovations, celebrates with a free opening reception tomorrow evening from 5 to 7, with two new exhibits: *Drawings of Stuart Davis: The Amazing Continuity*, through Jan. 2, and *Within Memory: Eleven Photography Projects*, through Jan. 9. When the dancers combined the boxes shown in the photo, they replicate a Stuart Davis painting. The dancers, in no particular order, are Brock Savage, Elaine Dimopoulos, Jana Zanni, Leah Kalfas, Laura Bissell, Jess Hellman and Yaubvana Venkataraman. The latter two students are from Andover.

Reservation Road, 10 a.m. morning worship service, free and open to the public; John Pearson 475-3936.

**For Colored Girls Who Have Considered Suicide When the Rainbow Is Enuf**, see Saturday's listing, 2 p.m.

**Andover Appalachian Club hike**, third leg of Bay Circuit Trail, 4-mile hike from West

Parish to River Road, meet leader Fred Snell at intersection of River and Chandler roads, 1:30 p.m.; free.

**Menagerie... Offbeat**, see Saturday's listing 7 p.m.

**Organ concert featuring Paul Mahoney**, sponsored by Lawrence Lions Club, Methuen Memorial Music Hall, 192 Broadway, Methuen, 2:30 p.m.; \$7; 682-

5175 or 688-1715.

## MONDAY, NOV. 1

**Coffee Talk**, an opportunity to meet and talk with other widows and widowers who are experiencing the loss of a spouse, Jewish Family Service, 439 S. Union St., Lawrence, 10-11:15 a.m.; for reservations and fee call Sharyn Russell 683-6711.

**Merrimack Valley Exchange Club fashion show**, Andover Marriott, 6:30 p.m.; for information call Judy Beeley 681-0330.

**Men and Friends Night**, sponsored by Shawsheen Village Women's Club, DiBurro's, Ward Hill, call Margaret Devlin or Chris Callahan.

## TUESDAY, NOV. 2

**Andover Garden Club meeting**, **A Williamsburg Christmas** by William Carl Marshall, 12:30 p.m., 6 Locke St.; JoAnne Lilly 475-7116.

## WEDNESDAY, NOV. 3

**A View from the Court**, seminar on separation and divorce by Merrimack Valley Divorce Council, Pike School, Sunset Rock Road, 7:30 p.m.; \$5; 373-7703.

**Tanya Anisimova**, cello, Lilia Muchnik, violin and Tanya Kodinsky, piano, in concert, Merrimack College library auditorium, 3 p.m.; free and open to the public; David Sears 837-5256.

**Saving-for-college seminar**, Andover/North Andover YMCA, 165 Haverhill St., 7-8 p.m.; \$4; 685-3541.

**Booksigning by D. Stephenson Bond**, *Living Myth: Personal Meaning as a Way of Life*, Stevens Memorial Library, 345 Main St., North Andover, 7-8 p.m.; 682-6260.

## THURSDAY, NOV. 4

**Appropriate Ways to handle Inappropriate Behavior**, workshop by Winifred Bowersox, sponsored by West Elementary School PTO, West Elementary auditorium, 7:30 p.m.; Susan Taylor 685-9605.

**Andover Appalachian Mountain Club fall meeting**, speakers Jeanne Twehouse and Mark Yerkes of AMC Youth Opportunity Program, South Church, Central Street, 7:30 p.m.; open to the public; Warren Lewis 475-1328.

**Holly Basket holiday shopping**, to benefit Shore Country Day School, 545 Cabot St., Beverly, 10 a.m.-6 p.m.; \$3; 470-2345.

**It Runs in the Family**, Amesbury Playhouse Dinner Theatre, 194 Main St., Amesbury, opening night, through Nov. 28, Thursdays-Saturdays dinner 7 p.m. and show 8:30 p.m., Sundays 5 p.m. dinner and show 6:30; call for prices and reservations 388-9444 or 388-9059.

**Reading by David H. Bradley**, author of *The Chaneyville Incident*, Conover Hall, Dorothy Bell Center, Bradford College, 320 S. Main St., Bradford, 8 p.m.; Perry Glasser 372-7161, Ext. 362.

## FRIDAY, NOV. 5

**Road to Recovery Ball**, benefit for American Cancer Society, Ramada Hotel Rolling Green, 7 p.m.; \$50 per person; Bronya Baraclough 454-0900.

**For Colored Girls Who Have Considered Suicide When the Rainbow Is Enuf**, see listing under Saturday, Oct. 30; 8 p.m.

**Inca Son in concert**, music of

(Continued on page 22)

## Andover Cookbook II: Passport Edition released, with gusto

The Ladies Benevolent Society of Phillips Academy (also known as Andover) announces the publication of *Andover Cookbook II: Passport Edition*.

The first Andover Cookbook, published in 1977 for the school's bicentennial, had been very popular and, for several years, volunteers have worked on collecting new recipes and planning this edition. In recognition of the growing international and multicultural connections at the academy, they decided to focus on recipes which reflected this diversity of origin.

According to the publication committee, "The result is a very attractive book with more than 200 pages of recipes, each tested for taste, accuracy and ease of preparation. Some of the cooks are parents of students or students themselves, returning from a term abroad with a favorite recipe from their

host family. Others are faculty members or alumni/ae, including such well-known names as Dr. Benjamin Spock, Jack Lemmon and Barbara Bush. A couple of alums have gone on to open restaurants and have shared with us some recipes that appear on their menus. There are secrets for making spring rolls and nasi goreng, risotto and baklava, as well as closer-to-home favorites like clam chowder and beef stew. There are plenty of recipes for those wanting to avoid meat, recipes for casseroles and dips, easy breads and summer salads. And, of course, a selection of sweets ranging from tiramisu to blueberry-raspberry pie and the Canadian favorite - nanaimo bars."

The book was designed by Ann Parks, head of publications at Phillips, and includes full-color illustrations from the Addison Gallery of American Art at

the academy. Also included is a history of dining at Phillips, from the founding days in the 1700s when the boys stayed in local boarding houses, through a period when eating clubs vied for the boys' affiliations, and on to the establishment of Commons and its evolution up to the present day.

The 246-page book is published in soft cover with a concealed spiral binding for easy use. The cost is \$19.95. Copies will be available in selected bookstores and specialty shops in the Boston area as well as through mail order to the school. If ordering by mail, make checks out to the Trustees of Phillips Academy and send to *Andover Cookbook II: Passport Edition*, Phillips Academy, Andover, Mass. 01810.

There is an added postage and handling fee of \$3.95 per copy and Massachusetts residents need to add the 5 percent sales tax to the price.

## Circumnavigating the globe: 4,000 attend 'world picnic' on Parents' Weekend at PA

More than 4,000 people filed into the Cage at Phillips Academy last Saturday for an "Around the World Picnic." This international extravaganza featured recipes from around the globe, including French onion soup and East Indian Chicken and Beans Pilaki, all taken from the newly published *Andover Cookbook II: Passport Edition*, published by the Ladies Benevolent Society of the Academy.

According to organizers of the event, "Adapting the recipes for such a large crowd was a challenge that the head of Commons, Tom Battersby, succeeded with grandly. Even sitting in a sea of chairs with cups and plates perched on their

Menu for Around the World Picnic  
(Parents' Weekend)  
The Cage, Phillips Academy, Saturday,  
Oct. 23, 11:30 a.m. to 1:30 p.m.

Soupe à l'oignon parisienne  
(French onion soup)  
Crusty French bread  
Gajar Salad (Carrot salad from India)  
Hummus with tahini  
Svitan bread  
Garden tomato and artichoke heart salad  
East Indian Chicken  
Beans Pilaki  
Spanish rice  
Baked apple squares  
Coffee, green tea, apple cider

laps, everyone seemed to be enjoying the many dishes offered."

The cookbook is available at the Andover Bookstore and at Strawberry Tree, or it can be ordered by phone or mail from Phillips Academy.

## Go orienteering Sunday with AVIS

The Andover Village Improvement Society (AVIS) will hold its second annual orienteering meet Sunday, Nov. 7 at AVIS' Rafton Reservation in Andover. The public is invited. Arrive anytime between 10 a.m. and 12:30 p.m. Entrants will receive an orienteering map of AVIS' Rafton Reservation, a course description and some refreshments for a \$4 registration fee. Instruction will be available for beginners. The meeting place will be on the field across from the leaf compost area on High Plain Road. Park on the side of the road opposite the leaf compost area (north

side of the road).

Orienteering has been described as an "auto rally on foot" or a "treasure hunt." A detailed, five-color map is used to navigate around a course laid out in the woods. Markers are placed at land features, such as cliffs, large boulders, ponds, stone walls etc., which need to be found to complete the course. All entrants receive a start time and results are posted at the finish. Four courses will be laid out at Rafton Reser-

vation and the Wood Hill area, ranging from beginner to expert. A "Sting" course for young kids involves following a ribbon through the woods and getting stickers at various land features.

Groups and families go hunting for orienteering markers together, making it a social event. If the weather cooperates, bring a picnic lunch to eat after completing a course.

For information about the meet, call the organizers, John Zielin, an AVIS

trustee, at 475-8017, or Rob Michaels, an AVIS member from Andover, at 470-1734. Copies of the map are on sale at Moor and Mountain in Dundee Park.

## AMC hikes along Bay Circuit

The Andover Appalachian Mountain Club will hike the third leg of the Bay Circuit Trail in Andover this Sunday, Oct. 31.

Everyone is welcome to join

this free four-mile hike from West Parish to River Road.

Meet leader Fred Snell at 1:30 p.m. at the intersection of River and Chandler roads, one mile west of Exit 45 off Route 93.

## PA has Concert Band, Jazz Band Friday

The music department at Phillips Academy will present the Academy Concert Band and Jazz Band tomorrow, Friday, at 7 p.m. in Cochran Chapel on the Phillips Academy campus.

The Concert Band, under the baton of Vincent Monaco, will feature "Three Dances" (one of which is the popular "Sabre Dance") from the ballet *Gayane* by Aram Khachaturian; the "King Cotton" March by John Philip Sousa; and "Zwei Kleine Tanze" (Two Little

Dances) by Wolfgang Amadeus Mozart.

The Jazz Band, under the direction of Eric Thomas, will play "Straight, No Chaser" by Thelonius Monk, "Get it On" by Bill Chase and Terry Richards; "Birdland" by Josef Zawinul, "Raw Bones" by Dave Wolpe, "Soul Lady" by Don Sebesky and the Benny Goodman arrangement of Louis Prima's "Sing, Sing, Sing" (Part II).

The concert is free and the public is invited.

Don't be an  
hour early for  
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Sunday,  
Oct. 31,  
at 2 a.m.

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# ENTERTAINMENT CALENDAR

(Continued from page 20)

Andes and South America, celebrating Latin Arts month, Cochran Chapel, Phillips Academy, 7:30 p.m.; free and

open to the public; 749-4000.

**West Parish crafts fair**, featuring 40 professional craftspeople and silent auction, sponsored by Women's Evening Circle, West Parish Church, Reserva-

tion Road, 4-9 p.m.; adults 50 cents, senior citizens free.

**Holiday fashion show**, sponsored by The Mother Connection, Andover Country Club, 7:30-10 p.m.; \$20 by advance sale

only, send to Beverly Shwert, 3 Cameron Road, 470-3082.

**New England Singles Network dance party**, Andover Marriott, 8 p.m.-12:30 a.m.; \$5 before 8:30 p.m., \$7 before 9 p.m., \$10 after 9 p.m.; (617) 259-1118.

**Thanksgiving cheer**, sponsored by North Andover VFW Post 2104, Park Street, North Andover, 7 p.m., Edward Rabbito 687-9614.

**Holly Basket holiday shopping**, see Thursday's listing, 10 a.m.-6 p.m. **New England holiday crafts festival**, featuring bear puppets by Judy Hamilton of Andover, Northeast Trade Center, Woburn, Exit 35 off Route 128, noon-9 p.m.; \$6 adults, free for children 14 and under; (617) 742-3973.

**Weavers' Guild exhibit**, featuring work by Karen Borden of Andover, Josiah Smith Barn, Boston Post Road, Weston, 10 a.m.-8 p.m.; (617) 235-3069.

**Christmas floral showcase**, to benefit Searles Castle Restoration Fund, Searles Castle, 21 Searles Road, Windham, N.H., 11 a.m.-4 p.m.; \$8 adults, \$5 senior citizens, \$2 children under 12; (603) 898-6597.

## SATURDAY, NOV. 6

**For Colored Girls Who Have Considered Suicide When the Rainbow Is Enuf**, see listing under Saturday, Oct. 30; 8 p.m.

**West Parish crafts fair**, see Friday's listing, 9:30 a.m.-3 p.m.

**Illinois Wesleyan Camerata**

**Chamber Orchestra in concert**, Cochran Chapel, Phillips Academy, 8 p.m.; free and open to the public; 749-4263.

**Whodunnit at the North Parish**, *Murder at the Hop* murder mystery game, fund-raiser for North Parish Church, corner of Massachusetts Avenue and Great Pond Road, North Andover, 6:30 p.m.; \$12; Debb Putnam 474-8925.

**French Connections**, 30 performers of Franco-American music and dance from New Brunswick, Brittany, Louisiana and Maine, Durgin Hall, UMass Lowell, corner of Pawtucket and Wilder streets, Lowell, 8 p.m., \$11-\$15 adults, \$5.50-\$7.50 students and children; 934-4444.

**Christmas fair**, sponsored by Women's Guild, First Congregational Church, 232 Main St., Haverhill, 10 a.m.-3 p.m.

**Christmas floral showcase**, see Friday's listing, 11 a.m.-4 p.m.

**Holly Basket holiday shopping**, see Thursday's listing, 10 a.m.-3 p.m.

**New England holiday crafts festival**, see Friday's listing, 10 a.m.-8 p.m.

**Weavers' Guild exhibit**, see Friday's listing, 10 a.m.-5 p.m.

## SUNDAY, NOV. 7

**Reflections of a Woman** fashion show by Yolanda and luncheon, benefit for Creative Living, Inc. respite home, Andover Marriott, 12:30 p.m.; \$50; 685-8509, 470-3165.

(Continued on page 23)



Photograph by Marshall Darling

Pinocchio and friends hug their director, Josie Walker, as they begin rehearsals for their November show. More than 70 children will star in and produce this classic story of the world's most famous puppet. The performances will be in the theater at Old Town Hall the weekend of Nov. 19-21.

**European and Russian composers' works to be presented Nov. 3**

Local musician Tanya Kodinsky will perform at Merrimack College's library auditorium Wednesday, Nov. 3, at 3 p.m.

Ms. Kodinsky and two other Russian musicians, violinist Lelia Muchnik and cellist Tanya Anisimova, will play music by European and Russian composers, including Mozart and Rachmanov trios.

The concert is free.

The calendar now covers two weekends. The deadline for the next issue is 5 p.m. Monday, Nov. 1.

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Shown here is a photo of a painting of Jacob Freedman by Bill Tinguely, one of many faces in an exhibit entitled "The People We Meet," at the Northern Essex Community College Gallery, located in the Bentley Library, on the Haverhill campus. The gallery is open from 10 a.m. to noon on Saturday and from 1 to 5 p.m. every Sunday.

## CALENDAR

(Continued from page 22)

**Eighteenth-Century Andover bus tour**, sponsored by Andover and North Andover Historical Societies, four-hour tour of Andover, North Andover and South Lawrence, Warren Lewis tour

leader, 1 p.m.; \$15; reservations 475-2236, 686-4035.

**AVIS orienteering meet at Rafton Reservation**, arrive at field across from leaf compost area on High Plain Road, 10 a.m.-12:30 p.m.; \$4; John Ziellin 470-8017 or Rob Michaels 470-1734.

**What's Cooking in Andover**, brunch sponsored by Andover/North Andover Newcomers singles group, 10 a.m.; call Lisa 475-8388.

**Faculty Brass Ensemble**, Cochran Chapel, Phillips Academy, 3 p.m.; free and open to the public; 749-4263.

**Portrait exhibit by Mark Hayden and Bill Tinguely**, Bentley Library Gallery, Northern Essex Community College, Haverhill, opening reception 2 p.m., through month of November, 10 a.m.-noon Saturdays, 1-5 p.m. Sundays; for weekday hours and information call Bill Harold 374-3706.

### ST. PAUL'S CHURCH 390 MAIN STREET NORTH ANDOVER, MA. CHURCH FAIR AND RAFFLE

**When:** Saturday, November 6, 1993 from 9:00 a.m. to 3:00 p.m.

**Where:** St. Paul's Church Parish Hall  
390 Main Street  
North Andover, MA.

- Breakfast & Lunch
- Roast Beef dinner, sittings 5:00 p.m. & 6:30 p.m.  
Adults \$6.00 Children \$3.00
- Aviary: birdseed, feeders, birdhouses
- Food: baked beans, cole slaw, jams and jellies, cheeses, baked goods
- Christmas Crafts: ornaments and other home decoration items
- Silent Auction: new appliances, household items, services, antiques, gift certificates, other assorted items
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## Andover Jade

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**Q:** Are there any new power hearing aids that will help me get more loudness for my severe hearing loss?

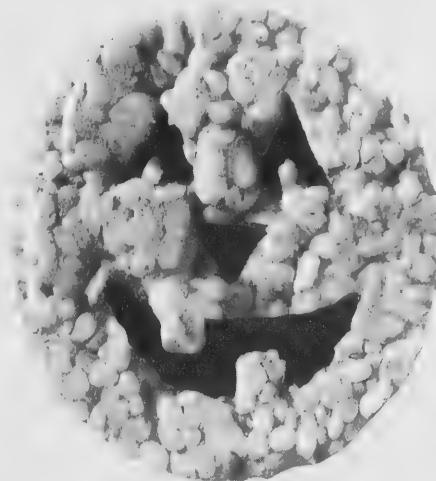
**A:** Many people with severe hearing losses that use hearing aids are limited in the amount of loudness they can use by the feedback (squealing) of an aid.

There is a new digital hearing aid that uses a built-in computer chip to detect and quash feedback. In field tests with this new aid, users could turn up the volume of their hearing instruments 10-12 decibels higher than with their old aids.

People who are presently wearing body worn aids may especially benefit from this new technology.

If you are interested in trying this new instrument, call Audio Hearing Center, 475-9595 in Andover or 454-1966 in Lowell. We have over 15 years of experience in hearing healthcare.

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### The First Annual Healthy Halloween Party

This Friday, our Healthy Halloween Party will be held at Valley Medical Associates from 1-5pm. So now, in addition to taking Blue Cross and Blue Shield patients and most other health insurance plans, we also take witches, ghosts and goblins. Bring in your children on the 29th and take part in all of our activities, including ghostly storytelling, face painting and a dance contest. Of course, there will be plenty of healthy snacks to eat. After all, we are a health center.

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## SOCIAL

# Andover's ethnic heritage: Census research reported

Data compiled from the Federal Census for Andover for the years 1860-1920 shows the national heritage of Andover residents. This demographic information will appear in the exhibit now on view at the Andover Historical Society, 97 Main St.

Andover's total population in 1860 consisted of 4,789 persons: 72.3 percent born in New England, 0.9 percent born in states outside of New England, 13.4 percent from Ireland, 7.1 percent from Scotland, 5.2 percent from England and 1.1 percent from other countries including Canada.

By 1900 the total population had increased by only a little over 2,000 people but the ethnic diversity had

changed greatly. While 67 percent were native New Englanders, 4.8 percent were born in 31 states outside of New England and 28.2 percent were from 22 foreign countries including China, Turkey and India.

This 1900 census shows that many of the persons from other states, particularly the western states, were students at either Abbot Academy or Phillips Academy and were children of parents who originally came from New England. The same is true for Turkey where five of the nine persons were American citizens, but born in Turkey; and three of the four persons from India were also listed as American citizens. These persons either were the

children of American missionaries or were clergymen themselves.

Andover's Black population in 1900 totaled 95 persons: of these, three were born in Nova Scotia; 21 from elsewhere in Canada; 24 in Virginia; 20 in North Carolina; 12 in Massachusetts (10 were young children); one in Iowa; one in Maryland; eight in Georgia; two in New Jersey; one in Ohio; one in Alabama and one in Africa. One of the persons born in Georgia, the person born in Africa and the person born in Alabama were students at Phillips Academy.

The most recent Federal Census available for research is the 1920 census. Information detailed on that census gives the birthplace of the individu-

al's parents, language spoken and the person's occupation. The total population of Andover had risen to 8,211 by 1920. New England-born Andoverites were 68.2 percent of the population, but only 41 percent of their parents were born in New England. Foreign-born parents came from Ireland (16.2 percent), Scotland (14.7 percent), England (7.9 percent), Canada (7.1 percent) and 33 other countries (11.2 percent).

The next step in exploring Andover's history is to compile the occupations of these people, the clubs and churches to which they belonged and the cultural heritage immigrating groups brought with them when they came to live in Andover.

## Andover AMC will hold annual fall meeting Nov. 4

The Andover Appalachian Mountain Club will hold its annual fall meeting Thursday, Nov. 4, at 7:30 p.m. in South Church on Central Street. The

public is encouraged to attend.

The Andover AMC is conducting activities for young people with special emphasis on urban youth. Jeanne Twe-

hous and Mark Yerkes, directors of Appalachian Mountain Club's Youth Opportunity Program (YOP), will be the featured speakers. In the 25 years

since its establishment, YOP has trained nearly 950 youth leaders through its leadership-training workshop, which teaches the basics of organiz-

ing and leading back-country camping trips. These young people have enabled close to 20,000 urban kids to gain self-esteem and self-reliance through a most powerful medium - the wilderness.

Light refreshment will be served. Lomar Pothier of Andover is in charge of the evening.

## Exchange Club fashion show is Monday, Nov. 1

Merrimack Valley Exchange Club will hold its annual fashion show Monday, Nov. 1, at the Andover Marriott.

"Fashion Roundup" will feature fashions by Abbey Bridal Shoppe, August Max, Casual Corner (Methuen Mall), the Formal Shop at Kaps, Ginny's, Kaps, Limited Too and Weiner's Furs. Proceeds benefit local charities.

During the cocktail hour, beginning at 6:30 p.m., boutiques will feature jewelry, handbags, specialty clothing, cosmetics and children's items. Call 681-0330.

## Author of 'Mother Daughter Revolution - from Betrayal to Power'

## Parent to Parent presents Elizabeth Debold

Elizabeth Debold will speak Wednesday, Nov. 10, from 7:30 to 9 p.m. at the West Elementary School auditorium. The consultant is a member of a recent Harvard Project that documented the loss of self-esteem that occurs in girls at adolescence. *Mother Daughter Revolution* builds on this Harvard work and a resulting 1992 book, *Meeting at the Crossroads* by Carol Gilligan and Lyn Mikel Brown.

Ms. Debold, along with co-authors Marie Wilson and Idelisse Malave, presents the recent gender-specific research to other women and document their responses. Their book illuminates the potential power and impact the mother-daughter relationship has, not just for changing the alarming statistics for girls, but for mothers as well. They offer

ways of seeing and listening to daughters that will help change them and their mothers while resisting what is and has been changing the culture as well.

Organizers say this is a presentation for everyone because

mothers need allies. Fathers are critical as their daughter's first representative of male power in society. Other women are important

allies. Funding for this first Parent to Parent lecture is pro-

vided by a Comprehensive Health and Human services grant, written by Brenda O'Brien, Andover schools health education coordinator.

Parent to Parent, in its third year of providing a parent network in Andover, will sponsor other presentations and mail newsletters to parents of students in grades 4-8.

Call 475-3487.



Elizabeth Debold



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# HAPPY 1ST BIRTHDAY, OCTOBER BABIES



Alexandra Suzanne Plankey

Alexandra Suzanne Plankey was born Oct. 11, 1992. Her parents are David and Pamela Plankey of Bristol, N.H. Grandparents are Ken and Susan Weidman of Andover and Maurice and Anne Plankey of Hartford, Conn.



Francis William Robinson III

Francis William Robinson III was born Oct. 31, 1992. His parents are Frank and Lisa Robinson of North Andover. Grandparents are Frank and Jean Robinson of Andover and Florence J. Smith of Lawrence.



John Anthony Lucci IV

John Anthony Lucci IV of 3 Lantern Road was born Oct. 18, 1992. His parents are John and Susan Lucci. John has a sister, Adriana Lucci, 3.

Be seen in the *Townsmen's* social pages.



Leo P. Villari III

Leo P. Villari III was born Oct. 30, 1992. His parents are Leo and Pamela Villari of 61 Blanchard St. Grandparents are Leo and Josephine Villari of Belmont and Paul and Dorothy Huber of Mystic, Conn.



Mitchell Ross Slovin

Mitchell Ross Slovin turned 1 year old Oct. 17. He is the son of Susan and Paul Slovin of Andover. His grandparents are Harriet Slovin of Andover and Sandy and Lori Scher of New City, N.Y.



Stephanie Michelle Pepin

Stephanie Michelle Pepin was born Oct. 10, 1992. Her parents are Tom and Andrea Pepin of 9 North St. Grandparents are Tony and Irene DeMatteo of Haverhill and Richard and MaryJane Pepin of Methuen.



Aram Jacob Shrestinian

Aram Jacob Shrestinian was born Oct. 20, 1992. His parents are David and Simone Shrestinian of Andover. His grandparents are Ara and Virginia Shrestinian of Andover and Thomas and Diana Barbar of West Roxbury. Aram expects his first sibling to arrive next month.



Grace Ann Conway

Grace Ann Conway turned 1 on Oct. 2. She has a big sister, Mary Elizabeth, who is almost 3. They are the daughters of Regina and John Conway of Lincoln Street.

November 1st Birthdays will be published Nov. 24.



Daniel Harty Hyszcak

Daniel Harty Hyszcak had his first birthday on Oct. 4. His mom and dad are Maura and Ken Hyszcak of 66 Summer St. His grandparents are Peg and Jim Harty of Hilton Head, S.C., and Irene and Carl Hyszcak of Parsippany, N.J.



Stephanie Taylor Ramsey

Stephanie Taylor Ramsey was born Oct. 12, 1992. She is the daughter of Fred and Diane Ramsey of Derry, N.H. Her grandmother is Virginia Ramsay and her great-grandmother is Corinne Earley, both of Andover. She has a brother, Benjamin, 3%.



Zackery Keith Verrette

Zackery Keith Verrette, son of Keith and Lisa Verrette of Andover, turned 1 year old Oct. 1. His grandparents are Donald and Patricia Ketzler and Ernest and Joan Verrette, all of Andover.



Connor Campbell Dunbar

Connor Campbell Dunbar was born Oct. 22, 1992. He is the son of Mary and Bruce Dunbar of 10 Carisbrooke St. His big brother is Collin. Grandparents are Collin and Ann Campbell of East Dennis, and James and Mary Dunbar of Port Clinton, Ohio. Great-grandmothers are Isabelle Gallagher and Irene Dunbar. Both live in Pennsylvania.

► Babies celebrating their first birthdays, affiliated with Andover, may have their pictures in the *Townsmen* free. They will appear in the issue dated the last Thursday of the month, in the month of baby's first birthday. All babies having a birthday in November will be published in the Nov. 24 issue. All "Happy First Birthday" photos must be received by 5 p.m. the previous Friday (Nov. 19). The *Townsmen* will continue to publish Births on the first Thursday of the month. They will be published in the next issue, Thursday, Nov. 4th.

## Natural childbirth class begins Nov. 9

Former Andover resident Marie Rabideau is accepting registrations for a 12-week course of instruction in the Bradley Method of natural childbirth education, a new option for women in this area. The next series will begin Tuesday, Nov. 9, in North Andover. Class is limited to six couples.

The Bradley Method is different in that no altered-breathing techniques are used. A state of complete relaxation and a well-trained coach are said to be the keys to eliminating unnecessary pain in labor. Different relaxation and coaching techniques are learned. Interested couples may attend the first class at no charge. Call (800) 333-3672.

The deadline for news & info for the next issue is 5 p.m. Monday, Nov. 1.

## RELIGION



Photo by John Pearson

The choir of West Parish Church will perform *The Requiem* by Gabriel Fauré this Sunday, Oct. 31, during the 10 a.m. morning worship service. Gabriel Fauré (1845-1924) began composing his *Requiem* in 1887 while he was choral director at the Church of the Madeleine in Paris. Joyce Painter Rice, music director at West Parish Church, describes his *Requiem* as one of the best-known and most-beloved of all choral works. The choir will be accompanied by a string ensemble of violins, violas, cellos and double bass. *The Requiem* is being performed in memory of deceased members of West Parish Church and other loved ones. The date was selected in recognition of All Saints Day, Nov. 1.

### Rev. Dr. Karahalios reception is Sunday, at Saints Constantine and Helen Church

This Sunday, Oct. 31, marks the end of 22 years of service by parish priest Rev. Dr. George A. Karahalios in the community of Saints Constantine and Helen of Greater Lawrence and Southern New Hampshire. Sunday will be his last Divine Liturgy as pastor of Sts. Constantine & Helen. Father Karahalios will join the growing ranks of the community's "retired parishioners."

A special Divine Liturgy will begin at 10 a.m. at the church at 71 Chandler Road. A reception to honor



Rev. Dr. George A. Karahalios

Father Karahalios and Presvytera Lee have served the community with dedication longer than any other pastor in the more than 75 years since the founding of the parish. Father Karahalios began his service July 1, 1971, while the church was still at its Essex Street, Lawrence, address. A few years later, he was instrumental in the ground-breaking of a community center adjoining the church, the construction of that same building and the burning of the mortgage on that Community Center in three

years. He was instrumental in the growth of the community, which was so rapid that by the early 1980s that same facility became too small. He made it possible for the community to purchase 3.5 acres of property in Andover in 1984 and to break ground on the new property in 1986.

The "Thyranixia" took place Dec. 4, 1988. Through his efforts, the interior of the church beautiful mosaic playtera, a permanently installed Italian marble baptismal font, an Italian marble

(Continued on page 27)

## You're Hosting A Little Holiday Get Together.

The In-Laws Are Coming.  
The Sister You Haven't Seen In 20 Years Is Coming.  
The Boss Is Coming.

### What Do You Serve?

Don't let the holidays get you into a holi-daze about the hollandaise.

Pick up a copy of the Nov. 11 issue of the ANDOVER TOWNSMAN. Inside you will find the HOLIDAY COOKBOOK. It's full of great recipes sent in for readers by readers.

#### ADVERTISERS:

The deadline for space reservation in this section is Nov. 3. Call 475-1943 for information on rates and ad sizes.

#### READERS:

Send in a favorite recipe by Nov. 3 to Holiday Cookbook, c/o Andover Townsman, 33 Chestnut St., Andover 01810.

### COMMUNITY EDUCATION PROGRAM

#### PROGRAMS IN HOLY FAMILY HOSPITAL'S AUDITORIUM

COURSE	DATES/TIMES
EATING DISORDERS Phyllis Dalby, MSN, RN, CS	Wednesday, Oct. 27 7 to 8:30 p.m.
GROWING UP SPORT SMART Fitness/Orthopedic Development Dr. Thomas Hoerner	Tuesday, Nov. 9 7 to 8:30 p.m.
SAFE SPORTS EQUIP. & SPORT FADS Dr. Eric Arvidson	Tuesday, Nov. 16 7 to 8:30 p.m.

#### PROGRAMS IN HOLY FAMILY HOSPITAL'S CLASSROOMS

COURSE	DATES/TIMES
CPR/COMMUNITY Two (2) sessions	Tuesdays, Nov. 2 & 9 6:30 to 9 p.m.
CPR/PEDIATRIC FOR PARENTS	Saturday, Nov. 6 9 a.m. to 5 p.m.

#### PROGRAMS AT ANDOVER HIGH SCHOOL, ROOM #138

COURSE	DATES/TIMES
GROWTH & DEVELOPMENT Dr. Karen Barnett	Wednesday, Oct. 27 7 to 8:30 p.m.
NUTRITION AND OVERWEIGHT CHILDREN Dr. Robert Nelken	Wednesday, Nov. 10 7 to 8:30 p.m.

SEATING IS LIMITED, PLEASE REGISTER TODAY BY CALLING 687-0156, EXT. 2104



Holy Family Hospital and Medical Center

79 Ames St., Andover, Mass. 01844 • (508) 687-0151 • Caritas Christi - A Catholic Health Care System Member

OCT 28 1993

## Reception is Sunday

(Continued from page 26)

altar table, and already ordered but not yet completed, a mosaic and brass iconostasion.

While Father Karahalios was completely entwined into the activities of the community, Presvytera Lee, the former Calypso Ariountsos, formerly of Brooklyn, volunteered as choir director of the parish. Her stint as choir director for more than 15 years will come to an end on Oct. 31. Presvytera has served on the board of the Philoptochos "Myrofori" since her arrival to the parish. She was also instrumental in the publishing of *The Greek Palette*, *The Greek Palette II* and just recently, III. This Greek cookbook collection was chaired and edited by Presvytera Lee.

Father Karahalios also held a full-time teaching position in philosophy at Hellenic College, where he also served as acting dean, chaired the curriculum committee, served the admissions committee, was adviser to the senior class and was secretary and chairman of the academic senate and the library. He also served as faculty representative of both Hellenic College and Holy Cross Seminary to the executive board of the board of trustees. Father Karahalios has served as director and treasurer of the alumni association. He received the Alumni Citation in 1991. He served as chancellor of the Diocese of Boston from 1984 to 1986.

Father Karahalios is currently teaching philosophy, Greek and German at Merrimack College.

# ANNIVERSARY SALE

ON SALE NOW THROUGH  
SUNDAY, OCTOBER 31

WHILE QUANTITIES LAST

### Our Entire Stock of Halloween Costumes, Make-Up and Accessories

Reg. Price 39¢-\$19.99

NOW ONLY 26¢-\$13.39



### Our Entire Stock of Halloween Candy. Including M&M, Hershey and Sathers.

Reg. Price 50¢-\$2.99

NOW ONLY 34¢-\$1.99



### Our Entire Stock of Craft Supplies

Including fiber-fill, silk flowers, beads, styrofoam, and much more.

Reg. Price 10¢-\$5.99 NOW ONLY .07¢-\$4.01

### GENERAL ELECTRIC

### T-120 Video Cassette Tape

REG. PRICE \$2.99

LESS 33% - \$1.00

NOW ONLY \$1.99

33%  
OFF

### Our Entire Stock of Yarn

Including Super Saver, Red Heart Classic, and Aunt Lydia's Rug Yarn.

Reg. Price 79¢-\$2.49 NOW ONLY .53¢-\$1.67

### Fruit of the Loom

Boys' and Men's Briefs and T-shirts.  
Package of 3.

Reg. Price \$4.89-\$7.99 pkg.

NOW ONLY \$3.28-\$5.35 pkg.

### FOILWARE SALE

Choose from 14 different styles!

Reg. Price .99¢  
Less 33% .33¢

NOW ONLY 66¢

ROASTERS - Reg. \$1.99 Now .69¢ NOW ONLY \$1.33

### KLEENEX CASUAL TISSUES

85 COUNT

Reg. Price .99¢

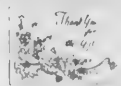
Less 33% .33¢

NOW ONLY 66¢



### GREETING CARD DEPARTMENT SALE

Stock up now and save  
on any occasion greeting  
card, Halloween cards,  
wrapping paper, bows and  
gift ribbon.



25%  
OFF

### PICTURE FRAME SALE

Take 25% Off any picture  
frame. Choose from many  
different styles and sizes.

Reg. price \$1.49-\$11.99

NOW ONLY \$1.12-\$8.99



### CHRISTMAS BOXED CARDS SALE

Take 25% off any boxed  
Christmas Cards. Many styles  
to choose from.

Reg. Price \$1.19-\$2.99

NOW ONLY 89¢-\$2.24



### TOY SALE

25% Off All Toys.

Choose from a large selection of famous  
maker toys: Lego, Parker Bros.,  
Playskool, Kenner, Mattel, Fisher Price,  
Little Tikes.

Save 25% on our No Charge Lay-A-Way Plan.  
Small deposit holds any item until Christmas.

### APPLIANCE AND RADIO SALE



3 FOR  
\$1.00

• Drygas 12 oz.

• Scripto

• Disposable Lighter

• Scotch Transparent

Tape 1/2"x500"

• Hi-Dri Towel

Limit 3 per person

"300 per store"

• Men's White

handkerchiefs

• Mead 70 ct.

Notebook

• Chap Lip Balm



\$9.99  
each

• Westbend Popcorn Popper

• Toastmaster 2 Slice Toaster

• Proctor-Silex Iron

• Toastmaster 5 Sp. Mixer

• Rival Crockpot 3 1/2 Qt.

• G.E. AM/FM Portable Radio

• G.E. AM/FM Headset Radio

• Toastmaster Can Opener

• Toastmaster Basic Burner

• Conair Dryer Supreme 1500

• Windmere Hairsetter

• Regal Hot Pot

• Regal Poly Perk

• G.E. AM/FM Mini Radio

### TUESDAY IS DOUBLE PHOTO DAY



• ANDOVER Shawsheen Plaza, N. Main St., Rte. 28

• PEABODY Syms Plaza, 637 Lowell St.

• SAUGUS Cliftondale Square

OPEN DAILY 9 A.M.-9 P.M.

OPEN SUNDAY NOON-6 P.M.

**NES**  
NEW ENGLAND STORES



## EDITORIAL

### It's worth it

The good news about last Saturday's household hazardous waste collection is that people took it seriously. Drivers of more than 900 cars were in line to safely dispose of old paint, hazardous chemicals and more. Three years ago, when the town last held such a collection, 250 cars showed up.

It looks like people held onto their hazardous waste for three years. Everett Penney, Andover's health director, said he would approach people waiting in line Saturday and ask how long they had been there. "They'd say, 'an hour and 15 minutes,' and I'd say, 'that's too bad,' and they'd say, 'It's worth it,'" said Mr. Penney.

People in Andover want to recycle. They want to do their part of protecting the environment.

The bad news is some people made a great effort to participate (see Frances Wheeler's letter on page 36), only to be turned away. We need to make it easier to recycle.

"So much of this could be recycled instead of disposed of," Mr. Penney said of the hazardous materials he helped sort until 11 p.m. Saturday.

He added, "It's insane to do it this way," meaning even if residents vote at Town Meeting to fund a hazardous waste collection once a year, or even two or three times a year, that will not take care of the amount that Andover residents can and are willing to recycle.

Mr. Penney suggests that town officials and residents need to talk about integrating recycling and collecting hazardous waste for recycling.

And while we are on the subject, let's talk again about locating a permanent recycling site in Andover where residents would be able to bring their plastics, tin, aluminum, paper and glass six days a week to be recycled instead of the current once a month. Many communities have figured a way to make recycling that convenient. When the subject comes up in Andover, officials say there isn't an available site for such a continuous project. That kind of answer reflects a system of priorities that is outdated.

The town is collecting leaves at curbside this season; that's progress. [See page 6 for details on how and when.]

Let's make it possible for all of Andover to recycle as much material as possible. We owe it to ourselves and to those who come after us.

### Doctor favors inclusion

Editor, *Townsmen*:

To keep it honest, let me state at the outset my son has special needs. That out of the way, I was very disturbed when I read Neil Fater's front-page article detailing the Oct. 19 forum on inclusion. ["Group argues against inclusion," Oct. 21.] The concept of "dumbing down" demands a response.

The impact of an inclusive model on ability grouping as it currently exists seems to be the hot issue here. Even taking special needs out of it, any change to the school system that would alter ability grouping would presumably dilute quality, leading to lower SAT scores and generally making it harder to gain admission to a good four-year college. It's easy to understand how any such change would be perceived as a threat, particularly by the parents of Andover's more gifted students. To those parents, it seems their sons and daughters have the most to lose. But let's take another look at it.

Would the students as a group lose? Does an environment that teaches students academics but also teaches them to appreciate multiple levels of intelligence, to help each other and to value each other as individuals really pose a threat? As a physician, I am a veteran of many years of an educational system that placed no value on these things. In my pre-med year, grades were everything. The idea was to get the "A" at all costs and fellow students were viewed as competition for that "A."

The atmosphere was tense as everyone tried to beat everyone else. In medical school students are very homogeneous in intelligence and everyone pretty much "gets it" the first time around. In that setting it's easy to forget that in society as a whole brains are distributed on the familiar bell-shaped curve just like height and weight. Perhaps that's why so many doctors have trouble communicating with their patients and have so little tolerance for co-workers who cannot think as fast as they do. Perhaps that is why society views many of us as elitist and rude.

It is interesting to speculate how the values learned in an inclusive school system might impact on this issue. Don't we want our children to learn to accept diversity, indeed, to expect it? In a mixed-level class, won't children naturally learn to help each other? I often teach residents and I know for a fact you really learn the material when you teach it to someone else. The more gifted students in our school system stand to profit by this very mechanism. All the students will profit by learning to function as a cohesive unit and our communities will be the better for it.

Great, but not very realistic you say. Utopia, you say. Let's look at another community, Wayland,

## LETTERS

where inclusion has been in effect for many years. A survey in the March 1992 issue of *Boston Magazine* shows that in 1991 their combined SAT scores were in fact higher than Andover's by more than 80 points. Only 5 percent of Wayland's children do not attend public schools compared with 16 percent in Andover. The percentage of seniors going on to four-year colleges is almost identical. (Wayland's is slightly higher). Given these numbers, what is so frightening? Granted more information on the Wayland experience needs to be obtained, but that can and is being done. Perhaps inclusion allows the less gifted to achieve more while propelling the more gifted to new heights.

I fully agree that the decision to implement inclusion should be approached with great care. There is a lot at stake here. I have three other children without special needs and inclusion would affect them as well. I ask only that equal care be exercised in deciding not to implement inclusion. Words like "vehemently" and "unalterably" have no place in the discussion until all the facts on either side have been laid out.

As a community we should take a calm, rational look at inclusion and its impact on our schools and on our children. Inclusion is not all or none in concept or in execution. Therefore, we need not be afraid of it. It may turn out that we are not "dumbing down" but wising up.

Dan Biles, M.D.  
7 Lamancha Way

### Distressed by inclusion head

Editor, *Townsmen*:

I thought the article which reported the forum on Winners All held at Doherty Auditorium, Oct. 5, was accurate in almost all its details, including quotes of the individuals who spoke. However, I am very distressed at the unfortunate choice of headline for the story, "Group argues against inclusion."

Nowhere in Neil Fater's article did it mention someone arguing against inclusion, indeed, during the forum not one person spoke against inclusion.

The articulate presentations given were all professional, prepared and caring. Everyone was sensitive to the issue of labeling, stereotyping, etc. It is only the heading of the *Andover Townsman* that chose to try to inflame the discussion by its choice of headline.

The presentation really focused on leaving the school system essentially alone or at least going very cautiously with changes since most agreed that there is an appropriate amount of inclusion already taking place in Andover. On the other hand, in the name of inclusion, the Task Force

Report called for a massive overhaul of Andover's system, such as to eliminate grades and ability grouping. It is this major unwarranted educational philosophy change that the majority of the presenters found objectionable. We don't need a massive overhaul; we only need to raise the expectations of all who are included.

In summary, I am very pleased to see the accurate reporting and hope it continues. However, there seems to be an editing problem since not only did the headline not reflect the content of the article, but, too, the paragraphs within the article seemed jumbled.

Lloyd J. Willey  
5 Wedgewood Drive

[Editor's note: The writer is head of the ad hoc finance committee for the schools.]

### Studying the numbers

Editor, *Townsmen*:

Recently you have published two letters concerning condoms and their failure rate. While it is true that studies have shown that on average condoms alone fail to prevent pregnancies 20-25 percent of the time, this average is an example of a fairly meaningless statistic. This average is based on a large population consisting of knowledgeable and inexperienced users. The knowledgeable users had very low failure rates while people who use latex condoms with petroleum jelly had very high failure rate. When the experiences of everyone in the studies was averaged, you do indeed get a failure rate of 20-25 percent, but this average does not mean that a person using condoms will experience breakage every fourth or fifth time that person uses one.

Instead of looking at pregnancy studies, let us look at the recently published studies reported by the CDS in "Morbidity and Mortality Weekly Reports." In one two-year study of 123 couples, where one person was HIV positive and one HIV negative, none of the noninfected partners, who always used condoms, became infected. The control group consisted of 122 couples (again one HIV positive and one negative) who inconsistently used condoms and 12 HIV negative partners seroconverted to HIV.

A second (independent) study found 2 percent of the consistent condom users became infected compared to 15 percent of the inconsistent users. The conclusion is that if

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[Editor Perry Colmore's column begins on page 1 in today's paper.]

## LETTERS

### Studying the numbers

[Continued from page 34]

one uses a condom properly, it is an effective barrier to the spread of HIV.

Currently teen-agers comprise less than 1 percent of the AIDS cases, however, teen-agers make up about 5 percent of the HIV positive population, thus in seven-10 years they will have AIDS. We have an opportunity to prevent this percentage from increasing. The school board is partially correct, a policy of just handing out condoms is not appropriate.

What is required is a multifocused attack. We need to give our young the strength to be themselves, to resist peer pressure. We need to educate them in how the media manipulates us all so they can separate movie and TV myth from reality. Then we may have some success in teaching our children to abstain from having sexual intercourse until they are in a stable relationship.

Finally, we must realize that the current best way to minimize the spread of HIV infection in sexually active people is the use of condoms. As most of our children will become sexually active, we must teach them to use condoms and how to use them effectively. As many parents are not experts or are too squeamish, it falls on the schools. With a comprehensive program in place, having condoms available in schools makes sense.

Of course, having condoms readily available gives rise to the fear that it will encourage teen-agers to become sexually active. The results of the Andover High School survey seems to give credence to that. However, predicted behavior and actual behavior do not always coincide. Cambridge Rindge and Latin has had condoms available for a couple of years and according to their surveys, the percentage of sexually active students has not changed from pre-condom to post-condom. Is there any reason to expect that Andover students will be different?

**Richard Fink**  
18 Arundel St.

[Editor's note: Mr. Fink works at MIT as bio-safety officer. Part of his job is to be aware of current biological research. He has a degree in earth and space science and he has training in microbiology.]

### Serious biker sounds off

**Editor, Townsman:**

My name is Mark Vens. I have lived in Andover all of my 34 years. I feel it is necessary to speak at this time.

I enjoy riding my bicycle, which is an 18-speed, full-size, on/off road bike. I can be seen riding through town 365

days a year in all weather. In the prior two and a half to three years, I've averaged over 100 miles per week, missed only one day due to rapid snow accumulation and ride in sun, rain, sleet and snow.

I utilize my bike for nearly everything. One aspect of my business is the repair of VCRs. In the performance of my job, it isn't rare to see me transporting five VCRs on my bike. I get quite a few glances from the public, however, my associates are quite accustomed to the sight. They often refer to me in person and clients as the "bicycling VCR man." Additionally, I am easily able to tote a week's worth of groceries, large loads of laundry and more.

There are, however, distinct drawbacks conducting one's life and business upon a bicycle.

I am constantly questioned concerning my bicycle fetish. I can't explain to individuals my love for the sport, the feeling of wellness inherent in exercise and the inherent abstinence of laziness. In retrospect, I can't understand, as they turn to walk away, their unshapely, unfit, unattractive bodies waddling to their car for the long 150-yard commute around the corner, home.

Secondly, and most importantly, is the motorist public's total disregard for pedestrian traffic. I used to ride a motorcycle. A common occurrence, in which I'm certain all motorcyclists, cyclists and even pedestrians relate to, is tunnel-vision. An example, which is also a frequent occurrence is: "here's the scenario," the cyclist is riding a straight, clear, roadway. Ahead is a car stopped on a side street. The motorist looks in both directions, then pulls out in front of the cyclist as though he weren't there. This, and other infractions, cause the cyclist of all sorts to be exceptionally alert under all circumstances.

The police, knowing full well that it is impossible to be everywhere at once, are aware of infractions caused by the motorist public. They went as far as to erect removable signs for Main Street to remind the motorist public. Even so, as alert as I am, I have been hit by cars that didn't stop. Each day I experience near collisions, am forced to take evasive action, am run off the road and more.

My "pet peeves," if you will, are as follows: In addition to the above, are cyclists themselves who show no respect for others. Frequently do I see youngsters riding quickly on congested sidewalks, certainly unable to take evasive action should an individual exit a store. Similarly, they show disrespect on the roadways. Secondly, and very importantly, are helmets. On occasions where I have been hit by a car, run off the road into a tree, sign, debris, etc. I would have suffered more bodily harm above and beyond bruises and a tarnished pride had I not been wearing a helmet. Rarely do I forget to wear a helmet. On those occasions that I do forget, I'm a nervous wreck. I fre-

quently see parents with a child in tow on the back of the bicycle. The child helmeted, the parent not. Similarly, I see parents riding with older helmeted children, again, the parent is not. Where's the justice? What is the message the parent projects?

If I can enlighten just one motorist into thinking twice the next time they come upon a pedestrian, cyclist, motorcyclist, moped and the like to show due consideration for those who don't have a two-ton projectile under foot, it will have been well worth the time and consideration I have spent formulating this writ.

Studies show you only shave seconds off your travel time by driving recklessly. Is it worth killing for?

**Mark C. Vens**  
3 Summer St.

### Why is he at Andover High?

**Editor, Townsman:**

My friend called me on Saturday morning upset about the recent alleged rape of a 13-year-old girl at a house party on River Road. I listened and found that we shared the same horror about the alleged rape. However, we found that we were just as incensed by the fact that the alleged rapist is a student at Andover High and a resident of Lawrence. In no way do I diminish the severity of the violent crime of rape, but I hope that the courts will handle that issue. We, as Andover residents, must look at the policy or lack thereof that allows this man/student to attend our schools.

I have heard for many years that it is widely known that there are non-residents attending Andover schools. I have also heard that the administration has either refused to address or has not known how to remedy the problem. Yet, every year, we look at the overcrowding problem, the student/teacher ratio, the busing expense, the special programs required, the facilities provided, the quality of education in Andover. And, every year we examine the situation, propose remedies, implement solutions, impose surcharges and transfer funds to maintain the quality of education in Andover - all without checking our school population.

I would suggest that, while we address our feelings about this alleged horrible crime, we also consider: Are we doing all of these improvements and all of this spending for our own children? Or, are we doing it for all people who will lie about their residency in order to attend Andover schools, take from our system and give nothing back? Are we allowing (non-residents) to attend our schools because we can't be bothered to check into evidence of residency? In fact, has Andover become a regional school district?

**Judith A. James**  
44 High St.

[Editor's note: AHS Principal Tim

Thomas said the student's father lives in Andover and his mother lives in Lawrence. "He lives with his father during the week and occasionally visits his mother during weekends," said Mr. Thomas.]

### Community center: great idea

**Editor, Townsman:**

In response to the article in last week's *Townsman* regarding Bob McQuade's idea of a community center, and a further article by you this week - A Community Center is a great idea: We agree with Mr. McQuade - if we build just a Senior Center, we will be making a big mistake (yes, like the Collins Center). Teens in town have long complained of the lack of a teen center. Incorporating all of the needs of various ages and groups means people helping people, not segregating the groups. And, yes, your idea of a day care for children is a good one.

The town is talking about school expansion, fire and police needs, etc., etc. This Community Center idea should be developed and incorporated with those plans.

**Two Senior Citizens**  
**Bob and Jan Henderson**  
189 Andover St.

### Good work, Andover

**Editor, Townsman:**

I am very proud of the town of Andover for holding its first HHW collection in several years. My family attended and we were able to get rid of some old creosote and paint stripper left in our house that I knew didn't belong in the trash or the sink. I also have considerable amounts of paint left over that I did not bring because I am hoping for something to do with them that is less expensive for the town and that allows the reusable materials to get reused.

Several communities in Massachusetts have run household hazardous waste collection events in which they required the contractor to separate reusable paint for recycling. Other communities have run separate collections just for recyclables such as paint, car batteries and motor oil.

The community can also offer to repurchase the paint to use for its own purposes (schools, garages, warehouses, offices) or to give away to local non-profit organizations such as Habitat for Humanity. Still other communities have organized construction materials reuse programs or general reuse centers where people can bring leftover supplies (paint, floor sealers, flooring, wood, etc.) and others can come and get items they need.

I know HHW collection is expensive

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## LETTERS

## Good work, Andover

(Continued from page 35)

and these are all ways to make the collection and management of HHW less costly. With such an expensive service, we should make sure it is available to the people who need it the most — people moving out of their homes. All the material left in my home I hope to use up someday but if I have to move before it is used up, I'll have to find some other home for it. The best options I know of combine a reuse center and a permanent storage center for collection of HHW.

I encourage the town to continue to examine ways to manage the HHW we all have and I also encourage each of us to share and borrow materials and use less toxic materials so we don't create more hazardous waste that ends up in our sewage treatment plant or waste-to-energy facility.

Candy Dann  
4 Rock O'Dundee Road

## Bad work, Andover

Editor, Townsman:

On Saturday, Oct. 23, I took time out from a weekend visit to New Hampshire to return to Andover for the hazardous-waste collection. I gathered up a carton of chemicals (mostly pesticides bequeathed to me by former owners), picked up a neighbor who also wanted to participate and drove to West Elementary School. We arrived at 1:15 p.m.

After sitting in line for some time without moving, my neighbor got out to investigate. He returned to say that they were having trouble loading a full bin onto the truck, that the line wasn't moving (this we had already noticed) and that the cars in front of us stretched out of sight.

We sat for 15 minutes, only moving when residents ahead of us gave up the wait. Unfortunately, I had to leave Andover at 2:15 to rejoin the New Hampshire gathering. My friend estimated that, even if the cars began to move, there was no way we could make it through the line within an hour. We left at 1:30, by which time the line stretched out into Beacon Street in spite of the considerable number of residents who had already given up and left.

While it was certainly frustrating to go out of my way to participate in the collection, then not be able to leave the chemicals behind, that's water under the bridge. Now I'm wondering, will Andover hold another collection soon or will we have to wait three more years? How many other residents failed in their attempt to participate? Are there alternatives to in-town collection?

Frances Y.J. Wheeler  
4 Hillcrest Road

[Editor's note: Health Director Everett Penney reports that more than 900 cars showed up for the hazardous waste collection last Saturday, when the town was expecting 350 to 400. "I've never seen it happen like this before," he said. Three years ago, when the town last held such a collection, 250 cars showed up. He said the health director in Lexington reported that last year Lexington had 700-800 cars at its collection and last weekend, 1,100 showed up. Mr. Penney said holding a hazardous waste collection even once a year is not adequate. "At the very least, it should be funded every year," he said. "We would need to have it two or three times a year."]

## Preserving our language

Editor, Townsman:

How many in our community have been unaware of the years of battle U.S. English Inc. supporters have been waging to preserve our common language?

Immigrants at one time were glad to learn English to enjoy living and working here, without government assistance, and the crutch of bilingual education which is expensive and has been proven ineffective in recent years since there has been an escalating influx over the border in the Southwest and into Florida.

In a national poll, voters believe a federal law is needed to supersede the Dade County/Miami, Fla., board vote to overturn official English.

The latest outrage was committed by one non-elected career bureaucrat, Bill Johnston, who runs the Immigration and Naturalization Service in Tucson, Ariz. On July 2, 76 Hispanics were sworn in as citizens in a ceremony carried out primarily in Spanish. What next?

For instance, an Obispo County administrator reported that adding signs in Spanish to two most heavily-used county buildings could cost \$50,000. Most

departments have Spanish-speakers who officially use their bilingual skills for more money. Adding a feature so callers could get information in Spanish would be "relatively easy."

According to the *New York Post*, the U.S. Justice Department sent a letter to election officials that they must do more to help Chinese-speaking voters. The Asian-American Legal Defense Foundation "applauds this directive." Who pays? We do and unless common sense legislation passes, it will continue into the next generations. No doubt the next election will call for ballots and materials in Armenian, Urdu, Croatian and Laotian — U.S. English.

Mary C. Drazzy  
6 Amherst Road

## Cool articles to inspire kids

Editor, Townsman:

It's nice that you have all those great articles for adults. But you need some cool articles for kids too.

You need articles to inspire kids so they

can ignore the dangers in our streets and around our homes.

It would be delightful if there was a page of these articles and some articles on non-fiction stories.

I would like this done by Nov. 7.

Monika Zabierek  
59 Gould Road

[Editor's note: We agree with some of your suggestions, Monika. Last year we tried publishing a piece of fiction written by a reporter here. We asked kids to respond by writing their version of the end of the story and only one did. Actually, we hope that the stories of different kids doing different things in the schools pages will inspire kids to stay off the street. Thank you for writing.]

## How to write

The *Townsman* welcomes readers' letters. Letters must be signed with a name and address and should be no longer than two typed pages, double spaced. Please include a phone number, in case there are questions.

Letters are due by Monday at 5 p.m. Send them to 33 Chestnut St., Andover Mass. 01810, or fax them to 508-470-2819.



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# POLICE LOG

## ARRESTS

Thursday, Oct. 21 - At 6:30 p.m., a 16-year-old male was arrested at a residence on Tilton Lane and charged with assault and battery after a family member reported having a problem with the youth.

Saturday, Oct. 23 - At 10:34 a.m., Jason M. Ard, 20, of 46 Sullivan Ave., Lawrence, was arrested on Union Street and charged on a Lawrence warrant.

At 6:35 p.m., Marcelino Santos, 40, of 17 Cross St., Lawrence, was arrested on River Road and charged with operating after suspension of his license, unregistered and uninsured.

At 6:59 p.m., Richard S. Delibac, 45, of 112 Farnham St., Lawrence, was arrested on Interstate 93 northbound and charged with failing to stay in marked lanes, operating under the influence (liquor), operating unregistered, uninsured and with illegally attached plates.

Monday, Oct. 25 - At 7:35 p.m., Karen A. Holland, 25, of Goffstown, N.H., was arrested on North Main Street and charged with operating after suspension of her license, with defective equipment, and on a Groveland default warrant and a North Andover warrant.

## INCIDENTS

Tuesday, Oct. 19 - At 6:17 a.m., security at Genetics Institute, on Burt Road, received a bomb threat. The building was searched and no bomb was found.

At 10:16 p.m., a High Street resident reported being assaulted at a residence on Elm Street.

At 10:32 p.m., an assault was reported at McDonald's restaurant on North Main Street.

Wednesday, Oct. 20 - At 3:19 p.m., a sick raccoon was destroyed by police on Morton Street.

Thursday, Oct. 21 - At 12:13 p.m., a 42-year-old Dracut woman was placed in protective custody for alleged drunkenness at a business on Lowell Street.

Friday, Oct. 22 - At 10:11 a.m., a sick raccoon was destroyed by police in a yard on Haverhill Street.

Saturday, Oct. 23 - At 9:55 p.m., violation of a 209A restraining order was reported on Central Street.

Sunday, Oct. 24 - At 4:26 p.m., a woman reported a bird was trapped in her kitchen. She could hear it but couldn't find it. Officer David St. Jean reported it was the freezer fan.

Monday, Oct. 25 - At 11:45 a.m., an Andover woman reported her daughter had been assaulted by her boyfriend.

## ACCIDENTS

Tuesday, Oct. 19 - At 6:28 a.m., state police handled an accident on Interstate 93 southbound near River Road.

At 10:53 a.m., a minor two-car accident was reported near 1 Union St.

At 12:17 p.m., a utility pole was struck and damaged by a truck in Shawsheen Plaza.

Thursday, Oct. 21 - At 7:53 a.m., a minor accident was reported near 195 N. Main St.

At 6:56 p.m., a minor accident was reported near 160 Dascomb Road.

At 9:05 p.m., a minor accident was reported near 340 N. Main St.

Friday, Oct. 22 - At 2:33 p.m., a minor accident involving a town van and a Porsche was reported near 65 Shawsheen Road.

At 9:27 p.m., a motorist reported being sideswiped and run off the road near 221 N. Main St., by another motorist who turned onto Balmoral Street then Burnham Road and never stopped.

Saturday, Oct. 23 - At 12:14 p.m., an accident was reported near 25 Park St.

At 1:21 p.m., a minor hit-and-run accident was reported in front of the Internal Revenue Service Center on Lowell Street.

Sunday, Oct. 24 - At 1:44 a.m., state police handled an accident on I-93 southbound.

At 4:57 p.m., a two-car accident was reported near 221 N. Main St.

Monday, Oct. 25 - At 11:20 a.m., it was reported

that a two-car accident near 200 N. Main Street, in front of McDonald's restaurant, was caused by a third car making a U-turn and which then left the scene. That car was stopped on Bartlet Street.

At 5:07 p.m., an accident was reported near 100 Central St.

## BREAKS

Wednesday, Oct. 20 - At 5:44 a.m., a break was reported at the Shawsheen Luncheonette, 3 Lowell St.

Thursday, Oct. 21 - At 5:25 p.m., a stereo and registration were reported taken in a car break at the commuter rail lot on Andover Street.

Friday, Oct. 22 - At 9:36 p.m., an amplifier and other items were reported taken in a car break on North Main Street.

Monday, Oct. 25 - At 7:22 a.m., a radio and speakers were reported taken in a car break on North Main Street.

At 4 p.m., a car break was reported on Balmoral Street.

## THEFTS

Tuesday, Oct. 19 - At 1:46 p.m., a theft of cash was reported at McDonald's restaurant on North Main Street.

Thursday, Oct. 21 - At 2:42 p.m., a registration plate was reported taken from a car at St. Thomas Dormitory at Merrimack College.

At 3:56 p.m., a registration plate was reported taken from a vehicle on Cuba Street.

Monday, Oct. 25 - At 1:39 p.m., an Athena Circle resident reported her phone was taken from her car two weeks earlier.

## VANDALISM

Wednesday, Oct. 20 - At 11:09 a.m., a High Plain Road resident reported finding a BB hole in a window at her home.

At 7:21 p.m., a motorist reported kids putting boulders in River Road. At least one motorist reported having car damage from striking the boulders.

Friday, Oct. 22 - At 12:38 a.m., a motorist reported kids throwing rocks or apples at cars near 80 Andover St.

Saturday, Oct. 23 - At 11:21 p.m., Grille 93 on River Road reported someone had tampered with a gas meter.

Sunday, Oct. 24 - At 1:05 p.m., a Longwood Drive resident reported her car tires had been punctured with an ice pick.

At 1:39 p.m., damage to a basketball hoop was reported on Wabanaki Way.

Monday, Oct. 25 - At 9:16 a.m., damage to a Meals on Wheels vehicle was reported at the Greater Lawrence Technical School on River Road.

At 11:30 a.m., damage to a tractor was reported at a construction site on Dascomb Road.

## CAR THEFTS

Wednesday, Oct. 20 - At 10:40 a.m., a car reported stolen from the Tague Inn, 131 River Road, was recovered in Lawrence.

At 5:36 p.m., Salem police recovered a 1991 Volkswagen Jetta reported taken from Elm Street on Oct. 17.

At 7:27 p.m., a 1986 Toyota Camry was reported stolen from the Tague Inn.

At 7:40 p.m., a 1992 Honda Accord reported taken in Boston was recovered at the Tague Inn.

Friday, Oct. 22 - At 7:10 a.m., a Ford Mustang convertible was reported taken overnight on Shawsheen Road.

At 7:41 a.m., a car reported taken in Methuen was recovered on Abbot Street.

Saturday, Oct. 23 - At 12:15 a.m., a car reported stolen in Andover was recovered in Lowell.

Monday, Oct. 25 - At 4:19 p.m., a 1986 Mercury Cougar was reported taken from the Marriott Courtyard on Campanelli Drive.

At 11:17 p.m., a 1988 Chevrolet Explorer van was reported stolen from the Tague Inn.

# The Professionals' Page

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## SPORTS

## AHS golf team is MVC champion

The Andover High golf team, 14-2-0 overall and champion of the Merrimack Valley Conference Small School Division this fall, was scheduled to play in the State Tournament Northeast Sectional Qualifying today at Ipswich Country Club.

If the Golden Warriors finish first or second in the team standings they will advance to the All-State Championships to be held next spring (early June) at a site to be announced at a later date.

Andover was the Division 1 qualifying medalist last year and finished third in the All-State Tournament.

Today's event is also serving as a qual-

ifier for the top individual players, with the cutoff to be determined by those golfers finishing in the top 10 percent of the field.

Each qualifying team will send six golfers out on the course today, and the four low scores will count towards the team total.

Expected to play for Coach Bob Lawson's squad are sophomore No. 1 and Co-Captain Dave Shaffer, senior Co-Captain Marc Escott, freshman Pat Annese, sophomores Jeff Mazza and Jeff Shea and either junior C.J. Dadd, junior Nate Roberts, senior Mike Mazza or senior Brian Hussey.

*If the Golden Warriors finish first or second in the team standings they will advance to the All-State Championships to be held next spring (early June) at a site to be announced at a later date.*

What's for lunch? See page 16.

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# Swim team sinks to Nashua, rebounds to beat Billerica

By Rick Harrison

Andover High girls varsity swim Coach Marilyn Fitzgerald used the last two meets to see what most of her younger natators could do as the Lady Warriors split a pair of Merrimack Valley Conference duals, dropping a 119-67 decision to undefeated and soon-to-be-crowned league champ Nashua, N.H. High and rebounding for a 105-79 romp over Billerica.

The split left AHS at 4-4-0 overall and 3-3-0 in the league.

Andover hosted Lawrence High earlier this week, and will wrap up the regular 1993 season tomorrow against Methuen (3:30 p.m.).

"This Sunday from noon to 2 p.m. the Lady Warriors are holding a 'Swimathon' at the Greater Lawrence Regional Vo-Tech pool to help raise money for the post-season breakup dinner, which is currently being planned by the team captains.

Pledges have been solicited by the athletes, who will attempt to swim the length of the pool between 200 and 400 times in the 16 hours.

The public is welcome to come watch the event.

The annual Merrimack Valley Conference Championship Meet is listed for next weekend, Nov. 5-6, with the diving competition and 500 yard freestyle race at Lowell High on Friday and the remain-

der of the events at Haverhill on Saturday.

The following weekend, Nov. 12-13, more than a dozen AHS swimmers who have qualified during the season will participate in the North Sectional Championships at Regis College in Weston.

The season wraps up on Saturday, Nov. 20 with the one-day All-State Championship Meet to be held this year at the sparkling new Wellesley College natatorium.

Nashua 119  
Andover 67

As if facing the mighty Lady Panthers wasn't enough, Andover had to do it without superstar performer Diana Liberty who was sidelined with severe asthma problems.

"It really didn't make much difference, because even with Diana we never could have beaten Nashua," said Coach Fitzgerald. "It was a good chance to use a different lineup, and put in some younger girls who normally don't get the opportunity. It's only fair to them, anyway, because they practice just as long and just as hard as the other girls."

The Lady Warriors managed only two first place finishes, junior standout Tracie Grant winning the 100 butterfly (1:02.45) and senior Ronit Shteyler taking the 100 breaststroke (1:17.90).

Individual second places were garnered by junior Lisa Cincotta in the one-meter diving

(161.75 points), Co-Captain Mindy Fox in the 100 freestyle (1:01.40) and senior Mandy Wilson in the 100 breast (1:20.57).

The Lady Warriors also placed second in all three relays.

The 200 medley team consisted of senior Carrie Moran, Shteyler, Grant and Fox (2:04.56), the 200 freestyle squad was comprised of Wilson, sophomore Carly Stella, senior Kate Lennon and sophomore Lindsay Bates (1:55.77), and the 400 freestyle relay quartet was freshman Meghan Donahue, senior Megan Miller, Grant and Fox (4:08.25).

Third place pointscorers were Megan Miller in the 200 IM (2:43.10), freshman diver Nicole Carpenter (149.45 points), Meghan Donahue in the 100 free (1:01.48), sophomore Elly Smith in the 500 free (6:30.95) and Moran in the 100 backstroke (1:13.43).

Capturing fourth place were Lindsay Bates in the 200 free (2:25.30), senior Andrea Carpino in the 200 IM (2:51.63) and freshman prospect Lisa Jayne in the 100 back (1:20.13).

Notching fifths were Lennon in the 200 free (2:29.70), freshman sprinter Julie Ahern in the 50 free (30.13), sophomore Molly O'Connell in the 100 fly (1:27.41), senior Jenn

Rando in the 500 free (6:42.92) and sophomore Heather Vanderhelden in the 100 back (1:24.56).

Placing in the non-scoring sixth position were Junior Kristen Lawrence in the 200 free (2:31.50), freshman Anna Stowe in the 200 IM (3:00.03), junior Joy Sandison in the 50 free (33.42), freshman Erin Harris in the one-meter diving (130.35 points), junior Cindy Carlson in

the 100 fly (1:31.25), freshman Caitlin Fitzpatrick in the 100 free (1:10.55), sophomore Nicole DeLisio in the 500 free (6:43.81) and junior Emily Winters in the 100 breast (1:28.56).

Andover 105  
Billerica 79

Highlights of this victory included the return of Diana Liberty, and a Sectional qualifying time by Mandy

Wilson in the 100 breaststroke.

Wilson placed third in 1:18.10, earning an individual post-season berth for the first time.

"We were all very excited for Mandy

because she works, works, works and really deserved to qualify," noted Coach Fitzgerald. "She is also one of our top motivators and very well-liked by the

(Continued on page 45)

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# Boys soccer team avenges one of its two losses; continues win streak

By Rick Harrison

The Andover High boys soccer team avenged one of its two losses this season, and extended its win streak through eight games, when it blanked Haverhill 3-0 at Lovely Field, slipped past upset-minded Central Catholic 3-2 at Merrimack College, and nipped Small School Division leader Wilmington, 3-2, on Monday.

The Central victory officially nailed down another Eastern Mass. Tournament berth for the Golden Warriors, their 15th in the last 18 years, as they qualified both on points and by clinching second place in the Large School Division of the Merrimack Valley Conference.

Coach Dave Amundsen's crew entered last night's key game with an 12-2-1 overall record, five points behind undefeated division leader Lowell (15-0-0) and a full 10 ahead of third place teams Billerica and Chelmsford who mathematically cannot catch Andover.

The locals face a tough run to end the regular season, beginning with last night's hosting of powerhouse Lowell. The Warriors needed a victory to keep their slim title hopes alive, while a loss or tie would make it impossible for them to overhaul the Red Raiders. Lowell won the first meeting, 3-1, with a strong second half.

AHS travels to face unpredictable Tewksbury (5-7-2) Saturday morning (10 a.m.), and wraps up pre-tourney play next Monday night (7 p.m.) when Billerica (6-6-3) comes to Lovely Field.

Senior striker and Captain Quang Nguyen continued as one of the league's top scorers with 15 goals and five assists after 15 games.

Also in double figures are senior forward Dan Small (7-7-14) and Mike Maguire (6-4-10). Andover 3 Haverhill 0

The locals successfully avenged a 1-0 upset loss to the struggling Hillies (3-8-2) earlier this fall, as Dan Small scored a pair of first-half goals six minutes apart to key the triumph.

"It was a good effort

by us and there were definitely some extra feelings about this game," said Coach Amundsen. "The kids were upset. They knew the loss to Haverhill is the one that kept us from seriously challenging Lowell for the division title. They didn't want it to happen again, and they were intent on breaking even with Haverhill."

We played well the first time against them but just couldn't score. It's the only time we've been shut out all season."

Small's first goal was set up by versatile senior Lyle Morgan at the 16-minute mark, and Quang Nguyen assisted on the second tally at 22 minutes.

Junior defender Eric Plisick wrapped up the attack with his second goal of the season midway through the final half, his unassisted drive deflecting off a Hillies' defender and eluding the keeper.

Senior Chris Sintros made five saves en route to his fourth individual shutout and the team's sixth of the season overall.

Coach Amundsen cited the strong play of sophomore midfielder Sean Rodriguez, senior midfielders Dave Poulo and Shawn Hadley, and junior defender Dave Mazin.



Photo by Lisa Adelsberger

Tim Smith moves the ball for Andover.

Andover 3 Central Catholic 2  
The Red Raiders (2-12-0) played Andover tough for the second time (5-3 first game),

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scoring the first and last goals of the contest.

The Golden Warriors netted their three in the first half with Eric Dubasak, Matt Ely and Quang Nguyen the marksmen.

Dubasak emerged from a goalmouth scramble to tie the game with his fourth goal, unassisted, in limited varsity time.

Ely's third of the season was headed past CCHS keeper Derek Gilbert after Mike Maguire made a perfect crossing pass from left wing.

Nguyen's eventual game-winner was set

up by Sean Rodriguez, whose pass from left midfield was rocketed home from 20 yards out just moments after a similar Quang blast had sailed inches over the crossbar.

"It was Quang's best shot of the year," said Coach Amundsen. "We were sound asleep at several points in the game, but Central gave us another good run for the money."

Chris Sintros again went the distance in net and made six saves, while AHS standouts were Rodriguez, center-midfielder Dan Buchholz and defender Rob

Weisman.  
Andover 3  
Wilmington 2

The Golden Warriors completed a season series sweep of aggressive Wilmington (9-6-0) earlier this week, having outscored the Wildcats 5-2 in their first meeting.

Senior midfielder Dave Poulo put Andover ahead with the first of his two goals at 12:00 of the opening half, assist to Lyle Morgan, and Quang Nguyen made it 2-0 a mere 35 seconds later with Dan Queen setting up the captain's 15th

(Continued on page 44)

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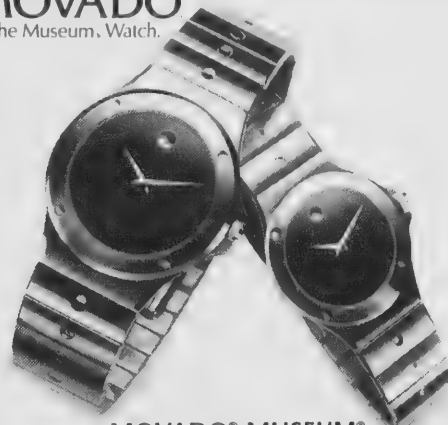
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## Field hockey team put forth staunch effort

By Rick Harrison

The Andover High field hockey team put forth a staunch effort on Monday night under the lights at Lovely Field, but came up just short of a major upset when it dropped a 2-1 decision to Merrimack Valley Conference champion Tyngsboro.

The Lady Warriors, who also suffered recent shutout losses to Haverhill (1-0) and Chelmsford (3-0), fell to 2-12-2 overall.

The season is scheduled to wrap up with makeup games against Dracut and Tewksbury, both on the road.

The locals have yielded only 22 goals in 16 games, but the tally against Tyngsboro was just their ninth all year (four against Tewksbury) and snapped a string of three straight shutouts.

### Tyngsboro 2 Andover 1

Tyngsboro, 13-1-2, which clinched its fourth straight MVC title with this hard-fought triumph, scored a pair of first-half goals and then hung on as Andover mounted a second-half comeback attempt.

Senior forward Leigh Clarke scored her first goal of the season to trim the AHS deficit to 2-1, the assist handed out by junior midfielder Jack LeMaitre.

It was only the fifth goal surrendered in 16 games by Tigers' senior All-Scholastic goalie Nicole Luongo, who has 11 shutouts this fall and 51 in her illustrious four-year high school career.

Coach Sandy Lunt's squad had several good chances to net the equalizer but couldn't do it.

Tanielle Smith played another strong game between the pipes for Andover, making nine saves.

Tyngsboro won the game on first-half goals by Angela Dion, from Kara Melanson, and the eventual clincher unassisted by freshman Sheri Manning.

## Andover High girls soccer team officially eliminated from tourney consideration

By Rick Harrison

For the first time in 11 years, including the last nine under Coach Dick Loschi, the Andover High girls varsity soccer team will not be playing into mid-November.

The Lady Warriors were officially eliminated from Eastern Mass. Tournament consideration following a 3-0 loss to powerhouse Masconomet Regional under the lights at Lovely Field.

That defeat, coupled with other recent close losses to tourney qualifiers Arlington, 3-1, and Lowell, 2-1, combined to leave Andover with a 5-8-1 record heading into the final week of the 1993 regular season.

AHS needed to win all four of its remaining games to avoid a losing record, but even a whirlwind finish would leave the locals short of the required point total.

Second place in the Merrimack Valley Conference, which carries an automatic tournament berth, is also out of the question. A sweep of the final three league games would leave Andover, which entered the week 4-4-1 for fourth place in the seven team MVC, with 15 points while current runner-up Lowell already has 17.

Coach Loschi's 123-34-19 career record speaks for itself, and he is not one to make excuses, but there are several reasons the Andover girls did not qualify this fall.

Serious knee injuries to three top players before the season started almost aborted the mission before takeoff.

The Lady Warriors lacked offensive punch all season, scoring just 24 goals in the first 14 games and only five in the seven starts prior to Tuesday's Wilmington game. AHS went 1-5-1 and was shut out four times during that critical seven-game stretch.



Photo by Lisa Adelsberger

**Chrissy Donovan kicks the ball around at a recent practice.**

Coach Loschi's insistence on playing the toughest non-league schedule available has also come back to haunt him this year. Andover has won only one of five non-league starts while playing traditional tourney qualifiers such as Winchester, Arlington, Masconomet and North Andover.

The emergence and strengthening of the Billerica, Lowell and Wilmington programs in the MVC has also played a part.

The injuries Loschi has no control over, but he will never back off from a challenging schedule and he is more than pleased to see the competitive level of the league rise.

"The snake just seemed to keep biting this year," said the coach. "I have absolutely no complaints about the effort this season. The girls are playing hard but it's just not happening for us."

"Someone told me the other day you can plant the seeds but you can't make the corn grow. That kind of sums up the year we've had."

The Lady Warriors hosted Wilmington (8-3-3) on Tuesday, entertain Tewksbury (3-9-1) today, and wrap up with undefeated non-league archrival North Andover Saturday night (7 p.m.) and three-time reigning MVC champ Billerica (12-0-2) in a makeup next Monday.

Heading into Tuesday's game sophomore forward Randi Spiegel and sophomore midfielder Sue Cookson led the team in goals with five each, while Cookson was the overall point leader with eight.

The future appears promising, with the Andover girls junior varsity squad at 7-3-2 and the girls freshman crew finishing earlier this week at 6-1-6 overall.

### Arlington 3 Andover 1

The Spy Ponders, who had just one loss entering this game and will probably win the Greater Boston League title, took a 1-0 halftime lead and expanded it to 3-0 before Randi Spiegel spoiled the shutout bid with three minutes left in the game.

Spiegel netted her fifth goal, assist to senior forward Chrissy Donovan, and sophomore keeper Meghan Lynch made

[Continued on page 43]

## Injuries, frustration continue to mount on the AHS gridiron

By Rick Harrison

The injuries and frustrations continued to mount for the struggling Andover High football team, which squandered a 14-0 halftime lead and was forced to settle for a 14-14 tie against visiting Merrimack Valley Conference opponent Dracut at Lovely Field last weekend.

The tie kept the Golden Warriors winless through their last five starts, and put the overall record at 1-4-1.

Dracut, which had been outscored 207-44 entering the game, went to 1-5-1.

Both teams own their lone victory over Lawrence, Andover with a season-opening 17-7 triumph and Dracut with a 12-7 decision against the Lancers.

Captains Toby Guzowski and Paul Allard were sidelined going into the game, and third Captain Phil Smith along with top scorer and rusher Dave Jorgenson were added to the growing list of injured starters when both went down in the second half.

Unfortunately the schedule gets tougher, not easier, following what promises to be a competitive contest on Saturday against Wilmington at the Wildcats' Alumni Field.

The final three games are against MVC title and Division 2A Super Bowl hopefuls Chelmsford, Billerica and Central Catholic who enter this weekend with a combined 12-2 record.

Chelmsford, 6-1-0, upset 22-16 by Central last week, will be in town next Friday night

while Billerica, 6-0-0, is at Lovely Field the following Friday (Nov. 12).

The traditional Thanksgiving Day clash with Central Catholic is at Veterans Stadium in Lawrence this year.

### Fast start

Coach Dick Collins' club scored twice in the second quarter last weekend against Dracut, recovering a Middies' fumble at the visitors' 35 yard line and punching it across four plays later.

Senior halfback Jorgenson, who finished the game with 72 yards in 12 carries, set up the first TD with a 16-yard burst before sophomore 190-pound fullback Dana McCann scored his second touchdown of the season on an eight yard run.

Freshman placekicker Brian Tisbert toed the conversion and the locals were off and rolling, 7-0.

Andover collected its final tally of the game late in the half when Jorgenson capped a 70 yard march with a four-yard run for his third touchdown.

Tisbert booted his seventh PAT of the year and the Warriors appeared golden at the break, 14-0.

Dracut senior running back Scott Camarda, who ran for 127 yards in 21 carries and now has 631 yards for the season, took over in the second half as the cast of AHS defensive veterans dwindled to a precious few.

The quick and strong Camarda scored from three yards out in the third quarter, making it 14-6, and he added a 22-yard touchdown jaunt in the final period.

Quarterback Jeff Matte hit sophomore Wes Caron with the crucial two-point conversion pass after the second score, pulling Dracut even.

The Golden Warriors managed slim advantages in all the major statistical categories, including first downs (15-12), yards rushing (181-176), yards passing (79-52).

Andover quarterback Jeff Brammer completed 9-of-17 aeriels with junior Jeff

**Captains Toby Guzowski and Paul Allard were sidelined going into the game, and third Captain Phil Smith along with top scorer and rusher Dave Jorgenson were added to the growing list of injured starters when both went down in the second half.**

Arsenault making three catches (36 yards).

McCann finished with 64 yards rushing and he also had a 16-yard pass reception.

### Wilmington

The Wildcats are winless in six starts under 28-year-old rookie Head Coach Gerry Sullivan, a former Wilmington High All-Conference middle guard and standout tight end on several outstanding University of Massachusetts-Lowell teams.

Wilmington has played everyone tough, including Haverhill which pulled out a 14-6 victory last weekend.

The biggest problem has been generating an offense, with the Cats managing only three touchdowns (18 points) all season.

They opened with a brutal first-half schedule, losing to Central Catholic, Chelmsford, Billerica, Lowell and Methuen.

After a series of games in the 1970's and early 1980's that were mostly decided on spectacular late-game touchdown plays, the Andover-Wilmington series has taken a sharp Golden Warriors turn in recent years.

AHS has won the last six games and nine of the last 10 between the two, and holds a wide 173-41 scoring edge in the six most recent meetings. The Warriors rolled 42-7 in 1992.

Wilmington last beat Andover in 1984 by a 24-7 count, after Andover won three straight close ones 13-10 in 1981, 7-6 in 1982 and 7-0 in 1983.



# AHS boys and girls cross country teams sweep tri-meets

By Rick Harrison

The Andover High boys and girls cross country teams put together their most successful week of the season, as both swept tri-meets against visiting Billerica and Methuen before turning in strong performances at the annual Northern Area Meet hosted by Peabody High.

The Lady Warriors squared their Merrimack Valley Conference record at 3-3-0 by crushing Methuen, 15-44, and trimming Billerica, 21-36, with junior Captain Amanda Verreault the individual race winner over the 2.65 mile home course.

The AHS boys, 3-4-0 following their double victory, were equally dominant in a 15-50 shutout of Methuen and a 25-36 decision over Billerica.

Coach Leo Lafond's teams then joined a strong overall showing by MVC teams at the Northern Area Meet, as the boys placed sixth and the girls finished 10th among fields of more than 30 schools.

Andover hosted another MVC tri-meet yesterday against Haverhill and Dracut, with the Golden Warrior boys anticipating a sweep over the weak Hillies (0-6-0) and Middies (1-5-0) while the Lady Warriors were in for a severe test versus undefeated Haverhill (4-0-1) and competitive Dracut (4-

1-0).

The MVC Championship Meet is scheduled for Saturday, and regular season activity wraps up next Wednesday at Wilmington (3:30 p.m.).

## Andover girls

The Lady Warriors placed five runners among the top 10 against Billerica and Methuen, with Amanda Verreault's 16:48 clocking five seconds faster than runner-up Melissa Thomas of Billerica (16:53).

Senior Captain Melanie McGarry and freshman prospect Melissa Ying continued to run close together and score consistently, Miss McGarry third overall in 16:58 and Miss Ying placing fourth in 17:09.

Shunda Graham turned in her strongest effort of the season, placing sixth in 17:50, and senior Captain Amanda Grasso was seventh in 18:11.

## Andover boys

The Golden Warriors prevailed on depth, overcoming a strong 1-2 finish by Billerica (4-3-0) to sweep the next seven places.

The top seven runners in the race came down the homestretch as one, the pack spreading out only slightly over the final few yards and crossing the line just seven seconds apart.

Brendan Finn of Billerica had the strongest kick, winning the race in 13:44, but teammate Adam Manoli was just one second behind (13:45) and AHS senior Captain Max Dawson another second back (13:46) in third place.

Junior Kevin Shepard placed a strong fourth in 13:48, sophomore Leo Blais an impressive fifth (13:49), and senior Captain Kevin Sharkey was sixth (13:51).

Obviously any one of the top six harriers could have emerged as the individual winner.

The next three Andover runners also came across shoulder to shoulder, stride for stride, although there was an 18-second gap between sixth and seventh place.

Sophomore Charlie Russo was clocked in 14:09, Junior Mark Adams placed eighth in 14:10, and freshman Don Pattullo made it five underclassmen among the top 10 by finishing ninth in 14:11.

## Northern Area Meet

Amanda Verreault and Max Dawson were the top AHS finishers, with the former placing 32nd in the girls field (20:27 clocking) and the latter finishing 33rd for the boys (16:33) over the 3.1 mile Peabody High course.

Other Lady Warrior scorers were Melanie McGarry (33rd, 20:28), Melissa Ying (41st, 20:42), Shunha Graham (78th, 21:56) and Lisa Daley (100th, 22:35).

The Lady Warriors' total of 284 points was just 16 out of seventh place, which Newburyport secured with 268. Pentucket Regional was the girls team champ with 137, Masconomet was second (150), and Andover was the third MVC finisher behind 3-4 teams Haverhill (164) and defending champ Tewksbury (176).

Also competing for the AHS girls in the varsity race were Madhavi Reddy (102nd, 22:39) and Megan Woo (104th, 22:48).

Kevin Sharkey was the second finisher for the Golden Warrior boys, a slide behind Dawson in 35th place (16:34).

Other varsity scorers for the locals were Leo Blais (46th, 16:48), Charlie Russo (58th, 16:56) and Kevin Shepard (78th, 17:16).

Andover finished with 250 points, as Stoncham High won the team title (160) and the MVC was well represented with four of the top six clubs in Chelmsford (2nd, 162), Lowell (3rd, 181), Central Catholic (5th, 205) and Andover.

In the boys freshman race, 1.7 miles, Don Pattullo was fourth and Todd Collins 10th for AHS.

## Bishop Fenwick short circuits AHS volleyball team's aspirations

By Rick Harrison

The Andover High girls varsity volleyball team headed into the final week of the 1993 season looking for a three-match sweep to give themselves a .500 record.

Unfortunately for the locals, a 2-1 upset loss to non-league Bishop Fenwick of Peabody on Monday night short circuited those aspirations.

The Lady Warriors also whitewashed Tewksbury and Wilmington 2-0 recently, snapping a four match losing streak and improving to 7-11 overall including 6-10 for fourth place in the Large School Division of the Merrimack Valley Conference.

"I think we've improved a lot since the beginning of the year," said Coach George Sullivan, whose team went 7-5 after opening the season with five straight losses.

"We've made big gains, even moreso than last year because this group had much less varsity experience."

The 1992 AHS squad finished at 10-10.

Andover, which will not qualify for the State Tournament no matter what it does in its final two matches, was scheduled to wrap up by hosting Methuen (8-8) on Tuesday and facing Dracut (12-6) tonight during the annual Chelmsford Volleyball Night.

The first time around Andover lost 2-0 decisions to both Methuen and Dracut.

The names of Andover's four MVC Large School All-Star selections were also to be revealed tonight at Chelmsford, along with the names of the 1994 team captains.

## Andover 2 Tewksbury 0

"Unfortunately we didn't play well in this match, although we swept the games (15-10, 15-7)," said Coach Sullivan. "It was a case of having beaten Tewksbury easily before, and knowing they had won only one match all season."

"We were much more aggressive and alert in a 2-0 loss to Haverhill the previous match, but the excellent play didn't carry over."

Nevertheless the Lady Warriors did receive strong efforts from senior Captain Carrie Green (10 attacks, two kills), junior Kim Daher (six hits, one kill), junior veteran Rebecca Goldenberg (six hits), and sophomore Alyson Shea who had been elevated from the JV team two matches earlier against Chelmsford.

"Our serving was on the mark, with only five errors in 47 serves," noted Coach Sullivan. "And our serve-receive was decent, with eight mistakes as compared to 22 in the match with Chelmsford."

## Andover 2 Wilmington 0

League-leading sharpshooter Kerry Conlin of Lowell tied it a short time later with her 22nd goal, assisted by twin sister Courtney Conlin.

Red Raiders' sweeper Christina Desmarais slammed home the game-winner on a penalty kick two minutes into the second half.

Junior keeper Kim Kelley (hand injury) returned to the net and made seven saves for Andover, while defensive standouts were Sue Cookson and sophomore Chris-  
 (Continued on page 42)

The locals were back on the beam against winless Wilmington, soaring rather than sinking to the level of the opposition.

Andover raced to a 13-1 lead in the first game and closed it out at 15-6, then completed the fifth sweep of the season with a 15-5 second-game romp.

Leading the assault were Carrie Green with 13 hits and three kills, and Rebecca Goldenberg with 10 hits and two kills.

"We substituted freely, played everyone and still kept the continuity," said Coach Sullivan. "We passed well, moved the ball exceptionally well and looked sharp all around."

## Bishop Fenwick 2 Andover 1

Fenwick turned the tables on Andover, avenging an earlier 2-1 loss to the Lady Warriors and beating AHS for the first time in seven years.

The setback also put a slight damper on the annual "Senior Night," during which 12th graders Carrie Green and Sarah Witman were presented with flowers and gifts prior to the start of the match.

"You always have this fear on Senior Night," said Coach Sullivan. "So much effort is put into everything else, to make the ceremonies right, that it's hard for the girls to concentrate on the (athletic) busi-

ness at hand.

"Fenwick has its best team ever, and they served especially well, but we fell into the trap of over-trying and panicking whenever we fell behind."

Fenwick won the first game, 15-9, Andover the second game, 15-12, and Fenwick the third game, 15-9.

The Lady Warriors squandered a 12-2 lead in the middle game, allowing Fenwick to tie it 12-12 before pulling away for the victory.

AHS jumped out to a 5-1 advantage in the third game but then faltered.

"I believe our girls thought it was going to be an easy win because we've always beaten Fenwick over the years. They just never really got into the match," said Coach Sullivan.

The bright spot was junior Annmarie Hussey whose serving was "dynamite," according to Sullivan.

## Andover JVs

Coach Art Iworsley's junior varsity crew improved to 12-5 overall with consecutive 2-0 whitewashes of Tewksbury, Wilmington and Bishop Fenwick, while the freshman team also blanked Fenwick 2-0.

Leading the charge were sophomores Gina Seibert (hitting), Cindy Su (setting) and Katie Jurdi (serving).

## AHS girls soccer team officially eliminated from tourney consideration

(Continued from page 42)

seven saves in a route-going performance.

Coach Loschi cited the fine defensive efforts of junior midfielder Jen Griffin, senior midfielder Robin Lapointe and sophomore middle Liz Salvia.

## Lowell 2 Andover 1

The Red Raiders, 9-3-3, completed a season series sweep and handed Andover its third tough one-goal loss.

This victory also qualified Lowell for the tournament for the first time in its history.

Senior forward Amy Baggeroer, who missed part of the season with a knee injury, scored her third goal midway through the first half when she rebounded a direct kick by Captain Amy Pierre.

League-leading sharpshooter Kerry Conlin of Lowell tied it a short time later with her 22nd goal, assisted by twin sister Courtney Conlin.

Red Raiders' sweeper Christina Desmarais slammed home the game-winner on a penalty kick two minutes into the second half.

Junior keeper Kim Kelley (hand injury) returned to the net and made seven saves for Andover, while defensive standouts were Sue Cookson and sophomore Chris-  
 (Continued on page 42)

**'After the first five minutes we held our own and had some good scoring chances. We just didn't finish them off.'**

**Coach Dick Loschi.**

The injury parade continued when sophomore forward Missy Famiglietti collided with the keeper and suffered several minor injuries, including a twisted knee, pulled calf muscle and slight ankle sprain.

She did not play in the next game against Masconomet, but was expected to practice last Monday and return to the lineup this week.

## Masconomet 3 Andover 0

The Lady Chiefs started fast, bolting

to a 2-0 lead after five minutes, but play leveled off thereafter with sniper Becky Blaese adding the final Masco goal in the second half.

"After the first five minutes we held our own and had some good scoring chances," said Coach Loschi. "We just didn't finish them off."

The coach lauded the play of both Andover keepers, who split the duties with Kim Kelley making five first-half saves and Meghan Lynch seven second-half stops.

Sue Cookson and junior defender Carolyn Vallee marked Blaese and held her pretty much in check, while other outstanding efforts were contributed by forward Randi Spiegel and senior midfielders Katie Ryan, Alison Georgian and Sarah Paskowsky.

# Frosh gridgers blast Dracut, 33-0

By Rick Harrison

Matt Trede scored three touchdowns on long runs, and gained 182 yards rushing on just six carries (30.3 average), as the Andover High freshman football team blasted Dracut 33-0 in Merrimack Valley Conference play at Beaudry Field in Dracut.

The lopsided victory followed the first loss of the season, 20-0 against Haverhill, the previous week at Lovely Field.

Those results left Coach Ken Pellerin's crew at 4-1-0 overall, including three shutouts and a wide 86-34 scoring edge on the opposition.

Trede is running wild with 507 yards rushing in just 34 carries (14.9 average), and he also leads the team in scoring with seven touchdowns for 42 points.

Trede has a good shot at passing Rick Lafond's total of 857 yards rushing, but the team's single-season mark of 1,254 yards established by Matt Wolcott three years ago is probably out of reach.

The Andover frosh return to MVC action tomorrow afternoon when they host Wilmington at Lovely Field (3:30 p.m.).

## Andover 33 Dracut 0

All the points came in the first half, as Andover scored twice in the opening quarter and added three TDs in the second period before turning the game over to the reserves.

Dracut moved the ball well on its first and last series of the half, but never threatened seriously as the Middies finished with only three first downs in the game.

Matt Trede notched the first three

touchdowns, ripping off 53- and 42-yard runs in the opening stanza before adding another 42-yard blast to make it 18-0.

Josh Murphy recovered a fumbled kickoff after Trede's third tally, setting up a three-yard TD plunge by Craig Hartwell.

Quarterback Jack Glazebrook pitched a two-point conversion pass to Keith D'Amelio, and Ron Hajj booted his second PAT of the season following Hartwell's touchdown.

Ryan Games wrapped up the offense with a record-shattering play late in the half.

Games intercepted a Dracut pass five yards deep in the Andover end zone, and returned it 105 yards for the electrifying touchdown.

That run eclipsed by one yard the freshman team record established by Jeff Hesenius two years ago, when he picked off a pass and raced 104 yards.

The winners finished with 259 yards rushing on 31 carries, as D'Amelio added 24 yards in four carries, Zach Gray 15 yards in two lugs, backup QB Jeff Scott 12 yards in two totes and Brad McCue eight yards in two rushes.

The opportunistic Andover defense produced four fumble recoveries, three interceptions and seven sacks of the beleaguered Dracut quarterbacks.

Strong defensive efforts came from linebacker Ron Hajj (two fumble recoveries), lineman Josh Murphy (fumble recovery, QB sack), end Craig Hartwell (five tackles, QB sack), linebacker Matt Flanagan (four tackles), end Marc Tropeano (QB sack), lineman Jeremy Schofield (QB sack), lineman Tom

DiLiegro (QB sack), end Matt Herling (QB sack), linebacker Jeff Scott (QB sack), middle linebacker Matt Trede (fumble recovery), and defensive secondary personnel Ryan Games (interception), Ryan Jordan (interception) and Jack Glazebrook (interception).

## Haverhill 20 Andover 0

The Hillies won the battle of the defeated by snapping a scoreless tie with three second-half touchdowns.

"We both kept holding the other team in check, but Haverhill was punting better and eventually they got in great field position and scored their first touchdown," said Coach Pellerin. "Early in the fourth quarter they ran back an intercepted screen pass for the second TD, and kept their first team in against our second defense to add a final score in the last minute of the game."

"We had our chances earlier, when it was still 0-0, but a dropped screen pass and a punt return where the runner went the wrong way really hurt us. Both times we had a wall of blockers set up."

"Haverhill outmanned us in the line, and once they took the lead we really had a hard time moving the ball," added Coach Pellerin.

The Andover frosh managed just 144 total yards offense with 47 rushing, 22 passing and 75 on returns.

Defensive standouts were Ryan Jordan, Jack Glazebrook and Ryan Games in the secondary, end Craig Hartwell (four unassisted tackles), linebacker Matt Morgese (four tackles) and middle backer Matt Trede (three tackles).

## PA Tidbits

The Phillips Academy field hockey team defeated their opponents last week and remained undefeated with a record of 8-0-2. Meghan Madera tallied both goals in a 2-0 win over Pingree. Jordyn Kramer tallied the winning goal in a 1-0 victory over Northfield Mount Herman.

The girls soccer team also posted two shutouts this past week. Hannah Pfeifle of Andover scored her first varsity goal in a 3-0 win over Thayer Academy. Captains Becky Dowling and Nicole Rhodes added a goal each. Kate Schulte knotted her first goal of the season in a 2-0 victory against a physical Northfield Mount Herman squad. Dowling also knocked one in. She leads the team in scoring with six goals. Goalkeeper Paige Heller of Andover earned the shutouts. Defensive back Leah Henderson, also of Andover, was impressive in both games.

Girls volleyball improved their record to 5-4 after a 3-1 loss to Phillips Exeter Academy and a 3-1 win over Northfield Mount Herman. Helen Costas had 14 serves in game two of the Exeter match and Christina Costas and Jill Imbriano had five and four kills, respectively. Capt. Laurie Galaburda of Andover played good defense. The team had 31 kills in the Northfield game with Jill Imbriano leading with 19 kills for the match. Christina Costas and Sharon Petronic had four kills.

The boys water polo team extended their winning streak to five games after a 12-8 win over NMH. Rush Taylor had five goals and Alex Holsenbeck tallied two. Keeper Omar Farah had seven saves. The boys record improved to 8-2.

## Redskins beat Raiders, Dolphins and Colts tie, in Andover Junior Football League action

In the fourth week of the 1993 Andover Junior Football League, the West Andover Redskins beat the Indian Ridge Raiders 18-7.

Mike Medugno and Jordan Fuhr placed strong defense, but could not stop the Redskins' solid offense anchored by Rob Oppenheim, Doug Henderson and Steve Arsenault. Scott Ciruso, Rich Labbe and David Forreest helped the Redskins post a shutout.

Redskins' "B" team standout play was made by Jim Ponder, Bill Deluca and Tim Stitham. Matt Drizen, Mark Shaugnessy and Greg Reucperlo played well for the Raiders' "B" team. Redskins coach Dan Hughes piloted the offensive attack, calling key plays to enable his team to be victorious.

The Dolphins and Colts played a hard-fought game to a 12-12 tie. Erick Earle of the Dolphins scored the lone touchdown in the first half on a pass from Ben Gibson.

The "B" team came charging down the field in the second half and Chuck Murnane had a 24-yard touchdown.

Colts' Andy Gilmore scored two touchdowns late in the third quarter to tie the game. Brian Cutler, Anthony Vancini, Matt Cox, John Feeley, Tony Morando and Andrew Ferrier were standouts for the Dolphins.

Key plays were made by Colts John Hogan, Christian Sempere and William McPhee.

## Freshman girls soccer team wraps up season

The Andover High freshman girls soccer team wrapped up another successful season with a 0-0 tie against visiting Masconomet Regional on Monday.

The tie enabled Coach Kathy McDermott's squad to finish with a 6-1-6 won-lost-tied record overall, Beverly snapping the Lady Warriors' unbeaten streak at 11 games following a 3-2 win last Friday.

Top scorers for the AHS frosh were forward Alexa Kokinos, who started the season as a goalkeeper, and forward Stephanie Banos. Miss Kokinos netted five goals and Miss Banos four.

Sweeper Amanda Piercy and goalkeeper Sarah Plamondon sparked the stingy Andover defense, which chalked up nine shutouts in 13 games and permitted only seven goals all season.

The locals held an overall 22-7 scoring edge on the opposition.

The victories, all shutouts, were registered over Algonquin Regional of Northboro (3-0), Chelmsford twice (3-0 and 1-0), Lincoln-Sudbury (3-0), Methuen (1-0) and intra-town rival Phillips Academy (5-0).

The Andover girls battled to a pair of 0-0 ties with Masconomet, had one 0-0 standoff each with North Andover and Lincoln-Sudbury, 1-1 deadlocks with Westford Academy and North Andover, and a 2-2 draw with Algonquin.



Photo by Lisa Adelsberger

A unidentified member of the freshman girls soccer team gets ready to boot the ball.

## Boys soccer team avenges one of its two losses; continues win streak

(Continued from page 41)

goal.

Wilmington's Dave Dussault, who also scored twice, made it 2-1 off an indirect kick midway through the half.

Poulo scored his fourth goal of the sea-

son, and the eventual clincher, at 14:31 of the second half with Dan Small assisting.

Wilmington applied some tough pressure over the final 10 minutes, but senior goaltender Chris Sintros was equal to the challenge with a pair of spectacular saves in the closing minutes.

Sintros finished with eight stops altogether and Wildcats' keeper Steve Smith made six saves.

## JV and Freshmen

It's been another spectacular fall for the Andover junior varsity and freshman boys soccer teams.

Coach Mike Wartman's JVs entered the week with a 12-1-0 record, and the top players include forward Brian Kwon, defender Chris Rogers and the goalkeeping tandem of Mike Scarpula and Zack Smith.

Coach Charlie Labelle's freshmen were 13-0-0 with one game left.

# YOUTH SOCCER

## Under 14 Division Andover Raiders 2 Masco Blazers 0

Andover's goals were scored by Jake Hall, assisted by Scott Decourcy, and David Kidd, assisted by Justin Dascoli.

Booster of the week: Nathan Pelletier and Kenny Johnson.  
**Andover Lions 3  
Danvers Blue Thunder 1**

Danvers scored early in the first half when Andover failed to clear the ball from in front of the goal. With 10 minutes left in the game, Patrick Curtis scored on a penalty shot. Jeffrey Sandison then scored two goals in the last five minutes, one on a pass from Daniel Kulp and the other on a cross from Curtis.

BOW: Phillip Ayoub, Jack Nolan, Philipp Risseuw and Andrew Wood.  
**Andover Tornados 0  
Amesbury/Nhport Leopards 2**

Excellent goaltending by Beth Schapria extinguished many scoring opportunities by Amesbury. Kate Rammhacher and Ann Marie Felago had some scoring opportunities in the second half.

BOW: Laura Fish, Erin Croteau and Monica Everett.

**Breakers 2 - Lightning 0**  
Breakers' Carmen DeMarco scored the first goal unassisted and Nicole Haerer booted in the second one from an assist by Kristen Munson. The Breakers' defense was outstanding.

BOW: Julie Hayner, Sara LeClerc and the Breakers' defense.  
**Andover Force 4 - Methuen Hawks 1**

The Force dominated the game on both sides of the field. Mark Rocca had a hat trick. He stuffed home two rebounds off the post from shots by Jeff Olender and strolled in on a breakaway started by a pass from David Kodinsky. Kodinsky's goal was set up by Kyle Leuner.

BOW: Stuart Winters, Chad Mongeau and Chris Page.

**Andover Strikers 4 - Peabody 1**  
Great defense by Alexis Contos and Brittany Traynor kept the ball in the Peabody end. Tina Baraby scored with an assist from Lisa Tisbert; Audra Alexander scored with assists from Baraby and Jessie DeFrancisco; Tisbert scored with an assist by Hilary Fitzpatrick; and Cote booted in a goal off an assist from Courtney Sullivan.

**Andover 4 - Methuen 2**  
Andover's goals were scored by Gregg Rybicki, assisted by Danny O'Connell; Paul Bellacqua, on a corner kick; and two by Patrick Murnane, with Danny Gonzalez assisting on one and Ben Wessler and Josh Coates assisting on the second. And over kept up the pressure throughout the game with the help of Brian Kramer, Hunter Washburn and Joel Rybicki.

BOW: Nick Kline, Doug Hsu and Charles Murnane.

**Under 12 Division  
Andover Attack 1  
Merrimack Demons 1**  
Andover surprised the Demons who beat them soundly in the first game of the season by dominating for most of the game. Down 1-0 in the

second half, Mike Anderson saved a penalty kick. Matt Fournier then fired in a shot from just inside the 18 to tie. Mike Hass, Ryan Slavin and Jimmy Hale were a constant

threat as forwards while Matt Bengston, Henry Davidson and Ryan Nelson controlled the midfield.

Nikes 1 - Adidas 0

The Nikes struck in the third

quarter with a goal by Rachel Demella off a pass from Liz Connors.

BOW: Stephanie Ataide, Rachel Robinson and Libby

## Swim team rebounds

(Continued from page 40)

other girls on the team."

Miss Liberty returned to win the 100 backstroke easily in 1:07.29.

She also suffered her first defeat of the season, finishing second to teammate Tracie Grant in a very competitive 100 butterfly race. Grant touched first in 1:02.14 with Liberty a shade behind in 1:02.94.

"I put them together in this race with a purpose," said Coach Fitzgerald. "I knew it would be very close and I also knew they'd push each other to outstanding times."

Andover placed first in nine of the 12 events including the 200 and 400 free relays.

Other individual winners, in addition to Grant and Liberty, were Jenn Rando in the 200 freestyle (2:25.81), Mindy Fox in the 200 IM (2:38.51), Megan Miller in the 50 free (28.66), Co-Captain Whitney Bates in the 100 free (1:04.50) and Carrie Moran in the 500 free with a personal-best time of 6:21.39.

The 200 free relay team of Grant, senior Alisa Adams, Rando and Meghan Donahue touched in 1:56.19, while AHS also took second in the race with Mindy Fox, Andrea Carpino, sophomore Dorothy Mazzarella and Megan Miller clocking 2:04.52.

The winning 200 free relay quartet included Molly O'Connell, Elly Smith, Rando and Julie Ahern

(4:34.25).

The 200 medley relay crew of Carrie Moran, junior Jamie Rubin, Mandy Wilson and Carly Stella finished second in 2:18.11.

Individual runners-up were Kristen Lawrence in the 200 free (2:28.87), Lindsay Bates in the 50 free (29.38) and Fox in the 100 breaststroke (1:17.52).

Meghan Donahue capped an Andover sweep of the top three spots in the 100 fly with a 1:08.84 time, while other thirds went to Heather Vanderheiden in the 200 IM (3:00.06), senior Kerry Brady in the one-meter diving (169.25 points) and Nicole DeLisio in the 100 free (1:06.94).

Miss DeLisio also took fourth in the 100 backstroke (1:21.11), while other fourth places went to sophomore diver Jessica Derby (139.75 points), Lisa Jayne in the 100 free (1:07.44) and Julie Ahern in the 500 free (7:03.19) which she swam for the first time competitively.

Fifth places were secured by Alisa Adams in the 200 free (2:45.92), Dorothy Mazzarella in the 200 IM (3:18.05), Emily Winters in the 50 free (31.0), Anna Stowe in her first 500 free race (7:21.31), Caitlin Fitzpatrick in the 100 back (1:24.49) and freshman Hilary Winters in the 100 breast (1:30.21).

Freshman Laura Martin was sixth in the one-meter diving (116.75 points).

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OCT 28 1993



# YOUTH SOCCER

(Continued from page 45)

Driscoll (Nikes).

Avias 4 - Reeboks 1

The Avias' goals were scored by Sarah Johnson off a pass by Cathy Filbin and a hat trick by Julie Barenholtz, off passes from Kristin Wilson and by an assist from Elizabeth Earnley.

BOW: Lynne Tylus, Jessica Greene and Laura Rogers (Avias).

Sambas 3 - LA Gears 0

Marrissa Wolfe scored the first goal during the first quarter off a pass from Robin Young. The LA Gears kept the Sambas scoreless for the next two quarters, but the Sambas came back in the fourth with two goals by Shannon Gillis, the first off a pass from Liz Tung and the second off a pass from Angeline Yang.

BOW: Angeline Yang, Laura Mertes and Naseem Dahod (Sambas); Janice Chu, Joy Cruso and Elizabeth Demers (LA Gears).

Tangos 3 - Mitres 0

Allison Jones scored on a trap-and-shoot play. Katie Mullen scored with a low, hard shot off a pass from Robin Karfunkel. Kristen DeLuca played aggressively for the Mitres' offense in the third quarter, but was foiled in her shots on goal. Kate Gurry scored the final goal with an assist from Jillian Mann.

BOW: Courtney Conlon, Morgan Jacob-

son, Michele Leary and Kristen DeLuca (Mitres); Toni LaBarre, Lynne McCumber and Elizabeth Asch (Tangos).

France 2 - Germany 0

Nate Vantzelfde scored twice for France with Joe Deering and Tom Aufiero getting assists.

BOW: Jason Fennessey and Bob Eckel (France).

Spain 1 - Greece 1

These evenly matched teams battled to a 1-1 tie. Tommy Macelhaney scored for Spain, with Bobby Philbin assisting. Greece got a goal from Marty DeFrancisco, assisted by James Paul.

BOW: Alex Berger (Spain); Josh Topp (Greece).

Australia 3 - Italy 0

Australia's Mike Murphy who connected for three scores. Sean Murphy and Richard Crowley were credited with assists.

BOW: Matt Delaney and Matt Beechinor (Italy); Gene Wen, Andy Timko and Paul Warlop (Australia).

USA 1 - Norway 0

Nick Pelletier scored with Phil Collins assisting. Brian Galluzzo made a great throw-in to set up the scoring play.

BOW: Brian Decourcy and Mark Browne (USA); Ryan Hanna and Brian Welch (Norway).

Mexico 3 - Brazil 2

Mexico came back from a two-goal deficit for

the win with the deciding goal scored by Jeff Rocca. Two second period goals were scored by Rocca and Erik Martin, with Joshua Brooks assisting. Jimmy Gossin did an outstanding job on defense for Mexico.

BOW: Andrew Gossard, Matt Smilowitz and Pen Perkins (Brazil).

England 1 - Argentina 1

England's goal came from Phil Bancroft, assisted by Kevin Rathore. Corey Zalewski tied the game for Argentina.

BOW: Derek Dascoli, Jonathan Maloney and Emerson Sykes (England); Ben Rogers, Scott Mackin and Chris Nabhan (Argentina).

Under 10 Division

Yellow Jackets 2 - Black Files 1

Yellow Jackets' goals were scored by Shannon Sweeney. Black Files came alive in the second half with a goal by Ashley Faulk, assisted by Leah Anciello and Tristina Carlson, but could not catch up. Both teams had strong goalkeepers. Ashley Faulk had seven saves in goal for the Black Files. Hillary Cohen and Jessica Monarca played a strong defense.

BOW: Alla Hastings, Alyson Gerber and Ashley McEwen (Yellow Jackets); Elizabeth Pierce, Molly Childs and Roxanne Bienart (Black Files).

Ladybugs 1 - Gypsy Moths 2

Allison Caffrey scored the Ladybugs goal on a penalty kick, despite diving efforts by Moths' goal keeper Rebecca Haas. Two back-to-back goals by Melissa Bligh in the second half put the Gypsy Moths ahead. Excellent goaltending by Elizabeth Vazquez held the Gypsy Moths score at two.

BOW: Corey Green, Lauren Anella Keene and Catherine Rausco (Ladybugs); Danielle Farrah, Allyson Fortier and Jessica Collins (Gypsy Moths).

Beatles 3 - Crickets 2

The Beatles' goals were scored by Jaclyn Alexander, assisted by Katie Kramer and Martha Dietz and Kramer, assisted by Jennifer Flemming. Crisp passing and a sharp defense highlighted the strong team-play by the Beatles. Crickets demonstrated strong goal keeping by MaryKate Macinnis, Kezi Barry, Lisa Tylus and Andrea Manners. Tylus scored the Crickets' two goals. Kara Spang, who had been out with an injury, played a strong defense.

BOW: Emily Cohen, Lauren Murray and Maura Loosigan (Beatles).

Fireflies 2 - Grasshoppers 0

Fireflies goals were scored by Megan Russell and Jessica Urbels.

BOW: Dana Swartz, Erin Fowler and Maureen Liversidge (Fireflies).

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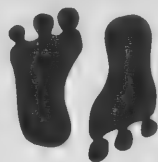
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### OFFICE OF THE BOARD OF APPEALS NOTICE OF HEARING

A public hearing will be held at MEMORIAL HALL LIBRARY, SECOND FLOOR, in MEMORIAL HALL, ELM SQUARE, ANDOVER, on THURSDAY, NOVEMBER 4, 1993 at 7:00 P.M. on the petition of JANICE M. POJASEK, 3 Lavender Hill Lane, Andover, Ma. for a variance from the requirements of Article VIII, Section V.A. of the Zoning By-Law to allow the continued existence of an inground swimming pool which does not meet the minimum front yard setback requirements. Premises affected are located at 3 LAVENDER HILL LANE, Andover, Ma. in a Single Residence C District and

is shown on Assessor's Map 82 as Lot 34.  
DANIEL S. CASPER, CHAIRMAN  
BOARD OF APPEALS  
October 21 & 28, 1993

### OFFICE OF THE BOARD OF APPEALS NOTICE OF HEARING

A public hearing will be held at MEMORIAL HALL LIBRARY, SECOND FLOOR, in MEMORIAL HALL, ELM SQUARE, ANDOVER, on THURSDAY, NOVEMBER 4, 1993 at 7:00 P.M. on the petition of MAINSTREAM MORTGAGE CO., c/o James D. Baldassini, P.O. Box 360, Weymouth, MA 02188 as a party aggrieved by the decision made by the Inspector of Buildings in denying a permit to build a single family home and garage on this parcel. Premises affected are VACANT LAND WITH FRONTAGE ON DYKE ROAD, Andover, Ma. in a Single Residence C District and is shown on Assessor's Map 119 as Lot 300.

DANIEL S. CASPER, CHAIRMAN  
BOARD OF APPEALS  
October 21 & 28, 1993

### OFFICE OF THE BOARD OF APPEALS NOTICE OF HEARING

A public hearing will be held at MEMORIAL HALL LIBRARY, SECOND FLOOR, in MEMORIAL HALL, ELM SQUARE, ANDOVER, on THURSDAY, NOVEMBER 4, 1993 at 7:00 P.M. on the petition of PHILLIP E. & MARSHA L. FROBURG, 100 Tewksbury Street, Andover, MA 01810 for a special permit under Article VIII, Section VII.A.1 of the Zoning By-Law to allow a second story addition that will not meet mini-

mum setback requirements. Premises affected are located at 100 TEWKSBURY STREET, Andover, Ma. in a Single Residence C District and is shown on Assessor's Map 182 as Lot 5.

DANIEL S. CASPER, CHAIRMAN  
BOARD OF APPEALS  
October 21 & 28, 1993

### OFFICE OF THE BOARD OF APPEALS NOTICE OF HEARING

A public hearing will be held at MEMORIAL HALL LIBRARY, SECOND FLOOR, in MEMORIAL HALL, ELM SQUARE, ANDOVER, on THURSDAY, NOVEMBER 4, 1993 at 7:00 P.M. on the petition of ARTHUR A. DANIELS, D.D.S., 605 Main St., Winchester, MA for a Special Permit under Article VIII, Section VII.A.1 of the Zoning By-Law to allow the construction of a 32' X 44' addition which will not meet the minimum setback requirements. Premises affected are located at 174 LOWELL STREET, Andover, Ma. in a Single Residence B District and is shown on Assessor's Map 89 as Lot 13.

DANIEL S. CASPER, CHAIRMAN  
BOARD OF APPEALS  
October 21 & 28, 1993

### OFFICE OF THE BOARD OF APPEALS NOTICE OF HEARING

A public hearing will be held at MEMORIAL HALL LIBRARY, SECOND FLOOR, in MEMORIAL HALL, ELM SQUARE, ANDOVER, on THURSDAY, NOVEMBER 4, 1993 at 7:00 P.M. on the petition of JAMES FENNELLY, 3 Lewis Street, Andover, MA for

a Special Permit under Article VIII, Section VII.A.1 of the Zoning By-Law to allow the construction of a dormer which will alter the non-conforming structure. Premises affected are located at 3 LEWIS STREET, Andover, Ma. in a Single Residence A District and is shown on Assessor's Map 38 as Lot 25.

DANIEL S. CASPER, CHAIRMAN  
BOARD OF APPEALS  
October 21 & 28, 1993

### COMMONWEALTH OF MASSACHUSETTS

Essex ss. PROBATE COURT No. 93W-2052-D1  
Summons by Publication  
Gerard Coady, Plaintiff  
vs.  
Patricia Greallish, Defendant

To the above-named Defendant: A complaint has been presented to this Court by your spouse, Gerard Coady, seeking to dissolve the bonds of matrimony.

You are required to serve upon Harvey Alfred, Esquire, plaintiff's attorney, whose address is 900 Pleasant St., Watertown, MA your answer on or before December 21, 1993. If you fail to do so, the Court will proceed to the hearing and adjudication of this action. You are also required to file a copy of your answer in the office of the Register of this Court at Salem, Massachusetts.

Witness, Thaddeus Buczek, Esq., First Judge of said Court at Salem.

Everett C. Hudson  
Register of Probate  
September 30, 1993  
October 14, 21 & 28, 1993

### MORTGAGEE'S NOTICE OF SALE OF REAL ESTATE PREMISES: 16 WEBSTER STREET ANDOVER, MASSACHUSETTS

By Virtue and in execution of the POWER OF SALE contained in a certain mortgage given by Roland Joseph Lariviere a/k/a Joseph R. Lariviere and Mary P. Lariviere a/k/a Mary Lariviere to Comfed Savings Bank, dated April 13, 1988 and recorded with Essex County (Northern District) Registry of Deeds in Book 2711, Page 171, of which mortgage the undersigned is the present holder, for breach of the conditions of said mortgage and for the purpose of foreclosing the same will be sold at Public Auction at 12:00 P.M. (NOON), on the 24th day of November A.D. 1993, upon the mortgaged premises, 16 Webster Street, Andover, Massachusetts, as described below, all and singular the premises described in said mortgage.

To wit:  
A certain parcel of land shown as parcel "B" on a plan entitled, "Plan of Land in Andover, Mass. owner Hubert Haigh and Joseph Lariviere; Scale 1"=60", dated January 27, 1982; Andover Consultants, Inc." which plan is recorded with Essex North District Registry of Deeds as Plan No. 8918. Said parcel located off Webster Street is more particularly bounded and described as follows;

SOUTHEASTERLY: 300.00 feet by Parcel "A" as shown on said plan;

NORTHEASTERLY: 20.00 feet by the Westerly line of Bailey Street as shown on said plan;

NORTHWESTERLY: 150.00 feet by land now or formerly of Richardson as shown on said plan;

NORTHEASTERLY 100.00 feet by land now or formerly of Richardson as shown on said plan;

NORTHWESTERLY 150.00 feet by land now or formerly of Richardson; and

SOUTHWESTERLY 120.00 feet by the Easterly line of Stevens Street as shown on said plan.

Said parcel containing 21,000 square feet more or less, according to said plan.

Being the same premises conveyed to us by deeds of Herbert and Margaret Haigh recorded at Book 1586, Page 148, and by deed of Henry Boulanger, recorded in North Essex Registry of Deeds at Book 788, Page 216.

TERMS OF SALE: Said premises will be sold and conveyed subject to all outstanding municipal or other public taxes, tax titles, assessments, liens or claims in the nature of liens, rights of tenants and parties in possession, and existing encumbrances of record, if any, which take precedence over the said mortgage above described.

FIVE THOUSAND DOLLARS and NO/100 (\$5,000.00) must be paid by certified, bank, treasurer's or cashier's check at the time and place of the sale by the purchaser as a deposit. The balance of the purchase price is to be paid in cash, or by certified check, bank cashier's check or bank treasurer's check within 30 days thereafter at the Law Offices of Shapiro & Kreisman, 492 Old Connecticut Path, Framingham, MA 01701 (508) 872-0221. Other terms to be announced at the sale.

Land Court Case Number 186489.  
FEDERAL HOME LOAN MORTGAGE CORPORATION  
PRESENT HOLDER OF SAID MORTGAGE  
October 28, November 4 & 11, 1993

### OFFICE OF THE BOARD OF APPEALS NOTICE OF HEARING

A public hearing will be held at MEMORIAL HALL LIBRARY, SECOND FLOOR, in MEMORIAL HALL, ELM SQUARE, ANDOVER, on THURSDAY, NOVEMBER 4, 1993 at 7:00 P.M. on the petition of NEW ENGLAND TELEPHONE & TELEGRAPH Co., 33 Winter Street, Haverhill, MA for a special permit under Article VIII, Section IV.B.33 of the Zoning By-Law and a variance from the requirements of Article VIII, Section V.A. of the Zoning By-Law to allow the construction of an underground public utility structure which will not meet the minimum setback requirements.

Premises affected are located at #1 COBBLESTONE LANE AND VACANT LAND WITH FRONTAGE ON COBBLESTONE LANE, Andover, Ma. in a Single Residence C District and is shown on Assessor's Map 214 as Lot 21.

DANIEL S. CASPER, CHAIRMAN  
BOARD OF APPEALS  
October 21 & 28, 1993

### COMMONWEALTH OF MASSACHUSETTS THE TRIAL COURT THE PROBATE AND FAMILY COURT

Essex Division  
Docket No. 93P 2317-EI  
Estate of EDWARD HEIFETZ late of Andover in the County of Essex.

A petition has been presented in the above-captioned matter praying that a certain instrument be probated purporting to be the last will and codicil of said deceased by HANNAH HEIFETZ of Andover in the County of Essex, praying that she be appointed executrix thereof, without giving a surety on her bond.

Everett C. Hudson  
Register of Probate  
September 30, 1993  
October 14, 21 & 28, 1993

If you desire to object to the allowance of said petition, you or your attorney should file a written appearance in said Court at Salem on or before 10:00 in the forenoon on November 22, 1993.

In addition you should file a written statement of objections to the petition, giving specific grounds therefore, within thirty (30) days after the return day (or such other time as the Court, on motion with notice to the petitioner, may allow) in accordance with Probate Rule 16.

Witness, Thaddeus Buczek, Esquire, First Justice of said Court at Salem, the twentieth day of October in the year of our Lord one thousand nine hundred and ninety-three.

Everett C. Hudson  
Register of Probate  
October 28, 1993

### COMMONWEALTH OF MASSACHUSETTS LAND COURT DEPARTMENT OF THE TRIAL COURT

(SEAL) Case No. 198740

To Carmen Iannuccioli Susan Iannuccioli and to all persons entitled to the benefit of the Soldiers' and Sailors' Civil Relief Act of 1940 as amended: State Street Bank and Trust Company as REMIC I Trustee under that certain Pooling and Servicing Agreement, Mortgage Pass-Through Certificates, claiming to be the holder of a mortgage covering real property in Andover, numbered as Unit #13, 10 Longwood Drive, Andover Gardens Condominium given by Carmen Iannuccioli and Susan Iannuccioli to Comfed Savings Bank dated November 5, 1987 recorded at Essex County (Northern District) District of the Land Court as noted on Certificate of Title No. U-254 as Document No. 44243 and now held by Plaintiff by assignment, has filed with said court a complaint for authority to foreclose said mortgage in the manner following:

by entry and possession and exercise of power of sale.

From the Law Offices of Peter J. Caruso  
One Elm Square  
Andover, MA 01810  
(508) 475-2200

If you are entitled to the benefits of the Soldiers' and Sailors' Civil Relief Act of 1940 as amended and you object to such foreclosure you or your attorney should file a written appearance and answer in said Court at Boston on or before the 22nd day of November 1993, or you may be forever barred from claiming that such foreclosure is invalid under said act.

Witness, ROBERT V. CAUCHON, Chief Justice of said Court this 5th day of October 1993.

Charles W. Trombly, Jr.  
Recorder

October 28, 1993

### FORM OF ADMINISTRATOR'S EXECUTOR'S NOTICE TO CREDITORS OF INSOLVENT ESTATE.

### COMMONWEALTH OF MASSACHUSETTS

Essex ss. PROBATE COURT

Docket No. 93P0733-E1  
Estate of M. Earle Pitts otherwise known as Meredith Earle Richard Pitts late of Andover in the County of Essex, deceased, testate, represented insolvent.

The Probate Court for said County will receive and examine all claims of creditors against the estate of said M. Earle Pitts otherwise known as Meredith Earle Richard Pitts and notice is hereby given that six months from the eighth day of October 1993, are allowed to creditors to present and prove their claim against said estate, and that the Court will sit to examine the claims of creditors at Salem on the fifteenth day of November 1993, at ten o'clock in the forenoon, and at Salem on the eighth day of April 1994, at ten o'clock in the forenoon.

From the Law Offices of Peter J. Caruso  
One Elm Square  
Andover, MA 01810  
(508) 475-2200

October 28,  
November 4 & 11, 1993

## BUSINESS PROFILES

### ANDOVER EARLY CHILDHOOD DEVELOPMENT CENTER



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ANDOVER 475-9000

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Present holder of said Mortgage

By Its Attorneys

SERINO, LEY, YOUNG & GRUMBACH

By: John G. Serino

Serino, Ley, Young & Grumbach

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# BUSINESS PROFILES



Day or Night Elm Street Automotive is There

## Elm Street Automotive

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Diagnostic testing of computer and electrical systems is a specialty with the technicians at Elm Street Automotive. They are well trained in the use of the various diagnostic machines, and they can easily make repairs in these systems. Elm Street Automotive offers complete light

truck and auto services, and foreign cars are a specialty. For customer's convenience, pick-up and delivery can be arranged.

Winter is fast approaching, and winter driving can be very hard on your car. Now is the time to bring your car in for a tune-up and a winterizing inspection at Elm Street Automotive. The technicians at Elm Street will check for leaky hoses, examine the cooling system for potential problems and check the heating system to ensure that your vehicle is fully prepared for the stresses of winter driving. By practicing preventive maintenance you

can decrease your chances of developing problems at an inconvenient time.

In the event of an unforeseen mishap, Elm Street Automotive offers twenty-four hour towing vehicles, which includes to provide help for stranded motorists at any time. Elm Street Automotive is an AAA authorized repair facility in Andover. Master Card and Visa are accepted.

Elm Street Automotive is located at 9 Lupine Rd., Andover. Hours are M-F 7-6. Tel. 508/475-5873.

Susan Pokress

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# OFFICE OF THE BOARD OF APPEALS NOTICE OF HEARING

A public hearing will be held at MEMORIAL HALL LIBRARY, SECOND FLOOR, IN MEMORIAL HALL, ELM SQUARE, ANDOVER, on THURSDAY, NOVEMBER 4, 1993 at 7:00 P.M. on the petition of GAIL F. RENAUD/PHYLLIS J. RICKER, 46 Corbett Street, Andover, MA for a Special Permit under Article VIII, Section VII.A.1 of the Zoning By-Law and/or a variance from the requirements of Article VIII, Section V.A. of the Zoning By-Law to allow the construction of a deck which will not meet the minimum setback requirements. Premises affected are located at 46 CORBETT STREET, Andover, Ma. in a Single Residence A District and is shown on Assessor's Map 51 as Lot 249.

DANIEL S. CASPER,  
CHAIRMAN  
BOARD OF APPEALS  
October 21 & 28, 1993

# COMMONWEALTH OF MASSACHUSETTS PROBATE COURT

Essex, SS.

Docket No. 93P 2280-11  
To LOYE R. EDGERLY of Andover in the County of Essex, and to her heirs apparent or presumptive and to the Massachusetts Department of Mental Health.

A petition has been presented to said Court alleging that said LOYE R. EDGERLY is a mentally ill person, and praying that FREDERICK DUTILE of Bedford in the County of Middlesex or some other suitable person, be appointed her guardian.

If you desire to object thereto or you or your attorney should file a written appearance in said Court at Salem before ten o'clock in the forenoon on the fifteenth day of November 1993, the return day of this citation.

Witness, THADDEUS BUCZKO Esquire, First Judge of said Court, this thirteenth day of October 1993  
Everett C. Hudson  
Register,  
October 28, 1993

# MORTGAGEE'S NOTICE OF FORECLOSURE SALE

By virtue and in execution of the Power of Sale contained in a certain Mortgage given by Joseph W. Lovel, 24 Powers Road, Andover, Massachusetts to Advantage Bank For Savings, dated April 18, 1989, and recorded with the Essex County, Andover District, Registry of Deeds, Book 2816, Page 230, of which mortgage the undersigned is the present holder for breach of the conditions of said Mortgage and for the purpose of foreclosing, the same will be sold at public auction at 10:00 a.m., November 16, 1993 on the mortgaged premises below described being known as Andover's Colonial Drive Condominium, 42 Colonial Drive, Unit A2-7, Andover, MA all and singular the mortgaged premises and being more fully described as follows to wit:

Unit A2-7 of Andover's Colonial Drive Condominium created by Master Deed dated as of June 16, 1987, and recorded on June 17, 1987, with Essex North Registry of Deeds, Book 2522, Page 105, as amended pursuant to Massachusetts General Laws, Chapter 183A, and managed and regulated by the Trustees of Andover's Colonial Drive Condominium Trust under a Declaration of Trust, dated as of June 16, 1987, and recorded with said Deeds in Book 2522, Page 137.

Said Unit contained 830 square feet as shown on floor plans recorded simultaneously with the Master Deed and also on the copy of the portion of said plans attached to the original Unit Deed, to which is affixed the verified statement of a registered architect in the form required by Section 9 of said Chapter 183A.

The Unit is conveyed together with the benefit of easements and rights as described in the original Unit Deed and in the Master Deed.

The Unit is subject to easements, restrictions and rights as set forth and described in the original Unit Deed and in the Master Deed.

The Unit has the post office address of: Unit A2-7, Andover's Colonial Drive Condominium, 42 Colonial Drive, Andover, MA 01801.

For mortgagee's title see Unit Deed from David S. Allen and/or William R. Keizer, Trustees of Colonial Drive Development Trust created under a Declaration of Trust dated as of July 9, 1986, recorded with Essex North Registry of Deeds in Book 2320, Page 85, as amended, which Unit Deed is dated July 9, 1987, and recorded in said Registry at Book 2548, Page 245.

# Terms of Sale:

Five Thousand dollars (\$5,000) will be required to be paid in cash or certified check by the purchaser at the time and place of sale as earnest money. The balance is to be paid in cash or by certified check within thirty (30) days thereafter to be deposited in escrow with Earl L. Miller, Esq., 1 Boston Place, Suite 1210, Boston, MA 02108. Deed to be taken within thirty (30) days from the date the property is sold at the foreclosure sale. Other terms, if any, to be announced at the sale.

Pioneer Financial, A Co-Operative Bank,  
Successor in Interest to  
Advantage Bank For Savings,  
By Virtue of Merger,  
Present Holder of Said Mortgage, By:  
Earl L. Miller

October 21 & 28, November 4, 1993

# LEGAL NOTICE MORTGAGEE'S SALE OF REAL ESTATE

By virtue of and in execution of the Power of Sale contained in a certain mortgage given by Edward Shenker and Anna Shenker to ComFed Savings Bank, dated April 27, 1989 and recorded with Essex County (Northern District) Registry of Deeds in Book 2923, Page 213 of which mortgage Federal Home Loan Mortgage Corporation is the present holder for assignment, for breach of conditions of said mortgage and for the purpose of foreclosing the same, the mortgaged premises

located at 93 Gould Road, Andover, MA will be sold at a Public Auction at 11:00 A.M. on November 12, 1993, at the mortgaged premises, more particularly described below, all and singular the premises described in said mortgage, to wit:

A certain parcel of land with the building thereon situated in Andover, bounded and described as follows:

WESTERLY Beginning at a pipe set in the ground on the westerly side of Gould Road, at land now or formerly of Margaret Pearson, then the line turns and runs westerly by land now or formerly of said Pearson, two hundred and twenty-two (222) feet to a pipe set in the ground; and

SOUTHERLY the line turns southerly sixty-five (65) feet to a pipe set in the ground at a private road; and

EASTERLY the line turns and runs easterly by said private road one hundred and eighty-three (183) feet to a pipe set in the ground on the westerly side of Gould Road; and

NORTHERLY the line turns and runs northerly by Gould Road, one hundred and seventy-four (174) feet to land now or formerly of said Margaret Pearson at the point of beginning.

Said parcel of land contains 24,198 square feet, more or less

The premises will be sold subject to any and all unpaid taxes and other municipal assessments and liens, and subject to prior liens or other enforceable encumbrances of record antedating to precedence over this mortgage, and subject to and with the benefit of all easements, restrictions, reservations and conditions of record and subject to all tenancies and/or rights of parties in possession.

Terms of the Sale: Cash, cashier's or certified check in the sum of \$5,000.00 as a deposit must be shown at the time and place of the sale in order to qualify as a bidder (the mortgage holder and its designee(s) are exempt from this requirement); high bidder to sign written Memorandum of Sale upon acceptance of bid; balance of purchase price payable in cash or current funds in twenty one (21) days from the date of the sale at the offices of mortgagee's attorney, Korde & Santos, 201 Chelmsford Street, Chelmsford, MA 01824, c/o Margaret G. Korde or such other time as may be designated by mortgagee.

Other terms to be announced at the sale

Federal Home Loan Mortgage Corporation,  
present holder of said mortgage,  
by its attorney  
Margaret G. Korde  
Korde & Santos  
201 Chelmsford Street  
Chelmsford, MA 01824  
(508) 256-1500

October 14, 21 & 28, 1993

# COMMONWEALTH OF MASSACHUSETTS LAND COURT DEPARTMENT OF THE TRIAL COURT

(SEAL)

Essex, SS

CIVIL ACTION

No. 175957

Helen Webb, Trustee of Anderson Realty Trust Plaintiff(s)

VS

Doris Perry, Ruth Ann Evans, Louise Etta Fleming, Raymond Evans, Arthur Evans, Maurice Rogge, Robert C. Rogge, Jr., Ingeborg Rogge, Elfreda Rogge, Virginia Shaw, Frances Rogge, Ione Johnson, Ruth Alexander and the heirs, devisees, and legal representatives of John Rogge (Defendant(s))

To: John J. Rogge and John E. Rogge, Both deceased, both formerly of Somerville Middlesex County, Clara H. Rogge deceased, formerly of Medford, Middlesex County, Elizabeth N. Rogge also known as Elizabeth R. Noden, deceased formerly of Watertown, Middlesex County, and said Commonwealth Arthur J. Rogge, deceased, formerly of Brimfield, in the state of New Jersey, Elia I. Evans, deceased, formerly of the state of New Hampshire, Arthur W. Evans, deceased, formerly of Exeter, in the state of New Hampshire, Bertha E. Evans, deceased, formerly of Newfield, in the state of New Hampshire, William A. Rogge, deceased formerly of Fort Lauderdale in the state of Florida, Robert C. Rogge, deceased, formerly of Delray Beach, in the state of Florida or their heirs, devisees, or legal representatives.

You are hereby notified that a complaint has been filed by the above-named plaintiff(s) in which you are named as an interested party. This complaint concerns: Certain premises known and numbered as 100 Ballardvale Road in Andover, Essex County, and said Commonwealth being more particularly described in a deed to plaintiff dated April 24, 1984 and recorded with Essex North District Registry of Deeds in Book 1799 Page 314; the plaintiff(s) allege they have established their title by adverse possessions against the defendants, their heirs, devisees or legal representatives and seek a judgment to that effect.

This complaint may be examined at the Land Court, Boston, Massachusetts, or a copy obtained from plaintiff(s) attorney.

If you intend to make any defense, you are hereby required to serve upon plaintiff(s) attorney, Philip B. Posner, Esq., Asolan and Tully P.C. whose address is 12 Essex St., P.O. Box 39 Andover, MA 01810, an answer to the complaint on or before the 29th day of November, the return day hereof, and a copy thereof must be filed in this Court on or before said day.

If you fail to do so, judgment by default will be taken against you for the relief demanded in the complaint. Unless otherwise provided by Rule 13(a), your answer must state as a counterclaim any claim which you may have against the plaintiff(s) which arises out of the transaction or occurrence that is the subject matter of the plaintiff(s) claim or you will thereafter be barred from making such claim in any other action.

It is ORDERED that notice be given by publishing a copy of this order one time in the Andover Townsman a newspaper published in the County of Essex, one month at least before the 29th day of November.

Witness, ROBERT V. CAUCHON, CHIEF JUSTICE of the Land Court, the 14th day of October, 1993.

Charles W. Trombly, Jr.  
RECORDER

October 28, 1993

# Recycle

DO YOU HAVE an item or items that you no longer need, but that would be useful to someone else, something you'd be willing to give away if someone would come get it? For instance: boxes, storm windows, a child's bicycle, cardboard boxes, an old set of dishes. You can list your recyclable items in the Townsman's newest classified section: "RECYCLE". (FREE of charge!) It's a way to clean up your place while acknowledging the world is running out of landfill space. Simply write us listing your recyclables and we'll print them in the paper. No phone calls please.

# Entertainment

A-A-AH MUSIC! The essential ingredient for a successful party will be artfully provided by talented professional musicians. From solo piano to quartet with voice, we will design the right mix for your taste and budget. Call M. R. Associates at 470-0387.

BACKGROUND DINNER MUSIC on piano. Classical, showtunes, easy listening. Reasonable rates. Available for weddings and other functions and private parties. Call 1-372-9394.

CHILDREN'S ENTERTAINMENT- Participatory storytelling/songs, (Raffi etc.) Daycare, parent/toddler, church, school groups. Percussion instruments provided. Choose your theme. Call 470-1885.

FORMER BOSTON PIANIST- Available for background dinner music for private parties, weddings and functions. Sophisticated repertoire. Attractive rates. Call 475-8474.

PUPPET SHOW- delightful entertainment for children's parties. Call 474-9188.

# Alterations

ANDOVER TAILORING. Quality alterations. Men's, Women's and Children's. Call 475-1447. Tuesday-Friday, 8-5; Sat. 8-3.

# Consignment Shops

"ANOTHER LOOK".... A gently used clothing shop for the whole family, especially 16+ sizes. By appointment only. Costume jewelry wanted. Parking lot beside Haverhill P.M. Monday-Friday 10am-5pm.; Saturday 10am-4pm. 508-373-9720.

# Health & Beauty

REIKI- A system of therapeutic touch that reduces stress and promotes healing. Call for a session or for info about a class. Jane Shepard, Reiki Master 475-6125.

# Special Notices

LOOKING FOR PERSON to commute to Brighton/Soldiers Field Road area. Please call 794-9136.

# Art, Crafts & Gifts

COUNTRY AT HEART: Offering something for everyone! Whether your taste is country, victorian or contemporary. Quality crafts/gifts. Quality service. Mon., Tues., Thurs., Fri. 10am-4:30pm. Saturday 10am-2pm. 27 Main St., Topsfield. 508-887-2911.

# Dolls & Doll Houses

DOLLHOUSES- Wooden, Assembled Clapboards, Capes, Garisons, Colonial, Victorian or Custom Designs from \$100. Order now for Christmas! DIVIDED HOUSE, Route 110, Salisbury, MA 01952. 1-462-8423.

TWO BIG BEAUTIFUL shops in one convenient location. Wickson Corners Route 111 (between Rtes. 28/121), Salem, N.H. HoneyBabes Dolls 603-890-3575; Galicraft Miniatures 603-894-4800.

# Lost & Found

LOST: Large gray and white male cat. Merrimack College area. Please call 472-0600.

# Novenas

PRAYER TO THE BLESSED VIRGIN. (never known to fail.) O most beautiful flower of Mount Carmel, fruitful vine, splendor of Heaven, Blessed Mother of the Son of God, Immaculate Virgin, assist me in my necessity. O star of the Sea, help me and show me here you are my mother. O Holy Mary, Mother of God, Queen of Heaven and Earth, I humbly beseech you from the bottom of my heart to secure me in my necessity (make request). There are none that can withstand your power. O Mary conceived without sin, pray for us who have recourse to thee (3 times). Say this prayer for 3 consecutive days and then you must publish and it will be granted to you. S.J.H.

PRAYER TO THE BLESSED VIRGIN. (never known to fail.) O most beautiful flower of Mount Carmel, fruitful vine, splendor of Heaven, Blessed Mother of the Son of God, Immaculate Virgin, assist me in my necessity. O star of the Sea, help me and show me here you are my mother. O Holy Mary, Mother of God, Queen of Heaven and Earth, I humbly beseech you from the bottom of my heart to secure me in my necessity (make request). There are none that can withstand your power. O Mary conceived without sin, pray for us who have recourse to thee (3 times). Holy Mary, I place

this cause in your hands (3 times). Say this prayer for 3 consecutive days and then you must publish and it will be granted to you.

# ST. JUDE'S NOVENA:

May the Sacred Heart of Jesus be praised, worshipped, glorified and preserved throughout the world, now and forever. Pray for us St. Jude, work of miracles, pray for us. Say this prayer 9 times a day, by the 8th day, your prayer will be answered. My prayers have been answered. P.A.H.

# Business Services

THE PERFECT RESUME: CAM Typing of Andover. Resumes, letters, papers and more. Professional quality. Quick response. Reasonable rates. Call today! 470-2286.

# Services Offered

A DUMP TRUCK for hire. ATTICS, CELLARS, YARDS CLEANED for a reasonable price. Prompt, reliable service. Call Jim at 685-1302.

A M-P M DUMP TRUCK. Services. We clean out ATTICS, CELLARS, GARAGES AND YARDS, etc. We do gutters too. Fast services, low prices, fully insured. Call to schedule your FALL CLEANUPS. Established 1976. 688-7102 or 681-8262.

ADD A DECK- Open decks to closed-in winterized porches. I will also design multi-level decks to fit your unique requirements. 30 years experience in the area. MA Licensed. 475-1958.

ANTIQUE AND AGED CLOCKS. Tall or shell, brass or wood. Expertly maintained, restored, repaired, packed, moved, installed. Prompt, guaranteed workmanship. Free estimates. Reasonable rates, buying mechanical clock parts and tools. 683-3688.

BIRTH ANNOUNCEMENTS, WEDDING INVITATIONS and Parties. Individually designed and hand lettered by graphic designer, Ned Williams. See samples at: BETSY WILLIAMS/The Proper Season, 68 Park Street, Andover.

CALLIGRAPHY WITH A CREATIVE TOUCH. DISTINCTIVE CALLIGRAPHY for addressed envelopes, place cards, certificates. PERSONALIZED STATIONERY & GIFTS for adults and children. INVITATIONS: wedding bridal/baby showers, Christenings, birthday/anniversary, Bar/Bat Mitzvahs, Christmas party, birth/engagement announcements. 20% off printed Christmas cards. Album Invitations discounted. Distinctive, Unique & Personally Designed especially for you. THE WHITE PLACE on the porch at 10 Essex Street, Andover. Tues.-Fri., 10-5:00; Sat. 10-4:00. 474-4845.

October 28 1993

**BARRY'S REMOVAL & Disposal.** Cellars, attics, yards cleaned out, appliances, furniture, oil tanks, boilers removed. 24 hour service. Licensed and insured. Bonded. John 1-617-246-7762.

**BASEMENT WATER-PROOFING.** Written transferable guarantees. Free estimates. Lic. #043402. Call G. Spaulding Co. at 508-374-0662.

**CHAIR CANING-** All types, strand, pressed, rush or reed. Quality work at reasonable prices. For details call after 5pm 508-681-0484.

**DO YOU OWN a computer?** I do hardware or software consulting, installation, troubleshooting or training in the comfort of your own home. **REASONABLE RATES.** 475-7307.

**GARAGE DOOR DOCTOR.** I will repair and service your old garage doors and operators. Also installation of new doors and operators. For a reasonable estimate call 373-4648. Reliable, prompt service.

**GETTING MARRIED?** Let us dry your wedding flowers and turn them into a long lasting Keepsake wreath or basket. For more information visit our shop. Betsy Williams/The Proper Season, 68 Park St., Andover, 470-0911.

**HATE IRONING?** I love it!! Free pick-up and delivery. Only \$1.00 per item. Please call Karen (Methuen) 975-4194 leave message.

**HIRE A TRUCK.** No job too small. Tree work. Yard work. Car Removal. Call 658-3117 ask for John.

**HOME CATERING-** Small home parties professionally arranged. Showers, Birthdays or other events that need that special touch. Call Chef Norman 475-9314.

**I WILL IRON,** cook or do laundry, 1/2 day, in your home. Many references. Please call 683-1254.

**PERSONALIZED RIBBON PRINTING** for any occasion. Excellent prices. Call or come in! **CREATIONS UNLIMITED,** 15 Union St., Lawrence. 682-0186.

**PROFESSIONAL PHOTOGRAPHY-** family portraits, action, weddings, special events or most anything you may need photograph. For more information call Russ at 1-603-382-5925.

**TYPING: ACCURACY,** spelling guaranteed! Word processing, transcription. Resumes. Call 475-1665.

**WROUGHT IRON WORK-/WELDING-** Ornamental, iron and pipe rails, custom truck racks and portable welding service. David 603-893-2223 Salem, N.H.

**ZED RAY COMPANY** General contractor, vinyl siding, windows, decks, additions, garages, sheds, and roofs. Licensed and insured. 975-3438.

#### Tree Service

**JP TREE SERVICE-** specializing in tree removals, ornamental pruning, fall brush piles. Call 475-1483.

**STEVE'S TREE SERVICE** Pruning, Trimming, Complete Tree Removal, Stump Grinding, Lot and Land Clearing, Firewood. Fully equipped. Fully insured. 52 foot Bucket Truck. Excellent work at a fair price. 475-8201.

**TREE WORK.** Stumps ground out. Brush chipping and yard debris hauled. Firewood sold. Free estimates. 1-603-329-5320 or 470-1328.

#### Decorating Service

**INTERIOR EXPERTS.** Start the Holiday season off with a new look. Wall-papering, painting, borders/stenciling, light wood-working. Quality workmanship, reliable, excellent turnaround, references. Free estimates. **10% discount** with ad. Interior Experts. 689-9320.

**LINDA'S CUSTOM DRAPERIES.** Custom-made window treatments and accessories. Alterations and repairs. Reasonable prices. Call for a free estimate 689-2592.

**WINDOW TREATMENTS AND PILLOWS** made with your fabric to compliment your lifestyle and decorations. Free estimates. Call Pat Vanderpot 470-1469.

**CUSTOM MADE SLIP Covers.** Pin fitted to your set. Your own fabric. Call 685-2229.

#### Financial Service

**ACCOUNTING & BOOK-KEEPING** service. Experienced with automated and/or manual accounting systems. References. Reasonable rates. Call 603-898-5165.

#### Handyman Service

**ALL ODD JOBS.** Dump runs, yard, cellar, attics cleaned. Best prices, excellent references. Call Jack 521-0445.

**HANDYMAN AVAILABLE** FOR home repairs. Call Lawson's Home Repair Service 664-2406.

#### Carpentry Service

**#CARPENTRY/HOME IMPROVEMENT#** Service. 30 years local experience!!! All phases of construction from design, layout, and sketches to the completed project. Mass. licensed and insured. Robert A. Brown, General Contractor. 475-1958.

**ALLEN CONSTRUCTION:** BUILDING, remodeling, roofing, siding, and other home improvements professionally done. Licensed, registered (#109740), and insured. Quality work at competitive prices. Free estimates. 682-7443.

### HELP WANTED

#### INSURANCE PROFESSIONAL

A large insurance firm with a professional environment has an opening for both a Commercial Lines and Personal Lines CSR. Product knowledge, inter-personal skills and a team attitude are critical. We offer an attractive, modern, automated office and a variety of top rated insurance carriers. Excellent benefit package, compensation negotiable. Send resume to:

Box F-10, c/o Andover Townsman,  
33 Chestnut St., Andover, MA 01810

#### PART TIME / FLEX TIME

Looking for person with mortgage loan origination experience.

Please reply in confidence to:  
P.O. Box 2107  
Andover, MA 01810

#### EXCEPTIONAL REAL ESTATE SALES OPPORTUNITY

On site new construction sales person needed for executive subdivision. Sales experience & real estate license necessary. Salary plus commission. High earning potential.

Send resume to  
The Victor Company, Inc. Realtors®  
P.O. Box 2107, Andover, MA 01810

**ABILITY CARPENTER-** specializing in small additions, decks, play rooms, ceramic tile, repair and installation. License #040056. 683-4008.

**AN HONEST & RELIABLE** Carpenter/Contractor. All phases of residential construction and repair. Licensed. Insured. References. Free estimates. Superior Const. Andover. 1-800-244-1330.

**CARPENTRY,** decks and finish work. Painting interiors and exterior. Call 470-8959.

**DEVERSIFIED BUILDERS.** All types of Building and Remodeling. 25 years experience. Free estimates. Call Jim at 1-372-2415.

**FATHER OF TWO WANTS TO WORK FOR YOU.** All types of remodeling professionally done. Kitchens, Baths, Basements, Roofing, Siding, Decks, Additions, Home Maintenance, Custom Work. Top quality craftsmanship at very reasonable prices. 20 years experience. MA License #059147. Please call for your free estimate 508-521-5608.

**QUALITY SCREENED GAZEBOS** and screened rooms. Call Paul at 975-7661.

**HOME IMPROVEMENTS:** Finish carpentry, built-in cabinets, bookcases, entertainment centers, fireplace mantels and paneled walls. License and references. Call Robert Wilkie 470-1269.

**QUALITY CARPENTRY WORK.** Specializing in cabinetry and finish work. Call Paul at 975-7661.

#### Disposal Service

**RUBBISH REMOVAL** Basement and Attic cleanouts. Construction debris removal. Demolition jobs (sheds, garages, etc.) Tree and brush removal. Furniture moving. Odd jobs. Reasonable rates. Dave 508-858-3717.

**TRASH REMOVAL-** Basements, construction debris, anything removed. Yard work, Fall Cleanups. Call Kevin at 686-2887.

#### Masonry Service

**BRICK WORK-** Cement Work, Stairs, Walks, Walls. All size jobs. Free estimates. Excellent Andover references. Call Tony at 681-7701.

**PAUL DRISCOLL MASONRY.** Brick, block, stone, chimneys. Restoration specialist. Fully insured. Free estimates. Call 683-7482.

#### Roofing

**RICH ROOFING CO.** Fully insured, Mass. Builders license #019939, Mass. Home Improvement Contractors Registration #112998. Free estimates. 555-3935.

#### Moving Service

**A GLOBAL AGENT-MARK'S MOVING & STORAGE.** Guaranteed pricing. Local, long distance, international. Licensed. Bonded. Free quote. 1-800-966-6275.

**DISCOUNT MOVING RATES.** Pick-up truck available 7 days. Household, appliances, store de-

liveries. No job too small. Experienced, friendly, dependable. 685-6517

#### Locksmithing

**LOCKSMITH-** Servicing home, office, apartment, master keying & rekeying. All work guaranteed. Please call Robert at 688-2354.

#### Floor Refinishing

**ALL WOOD FLOORS** installed, sanded and refinished. Free estimates. Best prices. 10 years experience. WITKUM FLOORING 681-0826.

**FLOOR SANDING AND Refinishing.** Free estimates. Lowest prices. Work guaranteed. Call 470-1614.

### HELP WANTED

#### SALES PROFESSIONAL

Opportunity for a proven, professionally trained sales person. Intelligence, willingness to learn a new field, and a team attitude are requisites. Ours is a century old service business with a concentration in the Merrimack Valley and Southern New Hampshire. We are looking to add an ambitious, self-disciplined professional to our sales staff. Compensation flexible. Send resume to:

Box F-11, c/o Andover Townsman,  
33 Chestnut St., Andover, MA 01810

## JUST THE FAX MA'AM. 470-2819

We will accept Classified ads by FAX. 24 hours a day. Be sure to include:

- Full name for billing
- Address and corresponding phone number for billing
- Person to contact for verification
- Phone number where you can be reached weekday, 8 a.m.-5 p.m., if different from above.

All orders received via FAX will be verified with you prior to publication and are subject to approval regarding credit and/or the content of the ad.

Deadline Tuesday noon for Thursday publication.

The Andover Townsman reserves the right to edit, reject, cancel or correctly classify any ad.

**ANDOVER  
TOWNSMAN**



# Classified Ads

Call 475-1943  
Fax 470-2819

## GENERAL INFORMATION

**DEADLINE:** Noon Tuesday.  
**CANCELLATIONS:** Must be received by Monday 5 p.m. No exceptions.  
**ERRORS:** It is the advertiser's responsibility to check ads for corrections upon first insertion. The *Andover Townsman* will only be responsible for one incorrect ad insertion and then only to the extent that the error affects the response rate of the advertisement.

## WRITING AN EFFECTIVE AD

1. Start your ad with the merchandise you are selling or service you are offering. This makes it easier for the reader to locate your advertisement.
2. Always include the price of the item you are selling. Many readers will not respond to an ad that has no price included.
3. Place yourself in the reader's position. Include specific descriptions and you will get a quicker response.

## CLASSIFICATIONS

25 Recycle	255 Tree Service	330 Electrical Services	900 Articles for Sale	1600 Land for Sale
50 Special Notices	256 Consulting Service	350 Painting & Papering	950 Wanted to Buy	1625 Land Wanted
51 Entertainment	257 Decorating Service	355 Woodworking	1000 Garage Sales	1627 Office to Share
52 Home Parties	258 Home Interiors	400 Cleaning Services	1049 Wanted Real Estate	1650 Office Space
55 Alterations	259 Accounting Services	401 Window Cleaning	1050 Candles for Sale	for Rent
56 Apparel	260 Financial Service	450 Landscaping	1100 Houses for Sale	1655 Parking for Rent
60 Consignment Shops	298 Renovations	451 Garden Supplies	1150 Candles for Sale	1700 Commercial - Retail
61 Educational	299 Handyman Service	455 Swimming Pools	1200 Houses for Rent	
62 Antique Shops	300 Carpentry Service	456 Pool Services	1250 Apartments for Rent	
65 Bridal Wear	301 Handyman Service	500 Snow Plowing	1255 Summer Rentals	1225 Buildings for Sale
70 Health & Beauty	302 Roofing	550 Child Care	1300 Roommates	1800 Mobile Homes
75 Arts, Crafts & Gifts	303 Paving & Excavation	600 Instruction	1350 Rooms for Rent	for Sale
76 Antiques & Collectibles	304 Disposal Service	650 Musical Instruments	1360 Retirement Living	1850 Boats & Accessories
100 Lost & Found	305 Masonry Service	700 Help Wanted	1400 Wanted to Rent	1900 Motorcycles
150 Novenas	306 Moving Service	725 Public Auctions	1450 Garages for Rent	1950 Campers & Trailers
170 Travel	307 Locksmiths	750 Work Wanted	1500 Resort Places	2000 Automobiles for Sale
200 Summer Camps	308 Security Systems	800 Business Opportunities	for Rent	2010 Automobiles Wanted
247 Health Services	310 Floor Refinishing	850 Animals & Pets	1525 Boat Slip Rentals	2050 Automobile Service
250 Services Offered	311 Rug & Carpet	899 Special Notices	1550 Resort Places for Sale	2100 Special Notices
251 Graphic Design	320 Plastering			
	325 Plumbing/Heating			

**AD RATE: 20 WORDS - \$5.25 PER INSERTION. 20¢ for each additional word.**  
Lower rates are available for consecutive issues. Call 475-1943 for details.

### Floor Refinishing

**DAKK & C. FLOORING:** Hardwood floors sanded, refinished and installed. WE'LL APPLY A 3RD COAT OF POLYURETHANE FREE! References upon request. 18 years experience. FREE ESTIMATES. 688-7845.

**G & P FLOORING CO.** Old floors sanded and finished. Made like new. Call 1-603-893-0222 or 652-1485.

### Rug & Carpet

**CARPET INSTALLATION** and Repairs. Call Rick at 1-521-2749.

**JOHN'S CARPET SERVICE:** Sales, installations, and repairs. Stain resistant plush carpet starting at \$5.99/square yard. Many styles and colors to choose from. Call 508-458-8014.

**NEW CARPETS-** Installer has access to several thousand yards StainMaster carpet. You can carpet your livingroom and hall for \$295. Price includes carpet, 1/2" pad, based on 30sq.yds. Installation available. Also, Berber commercial carpets. Call John 689-8813.

### Plumbing/Heating

**GENERAL PLUMBING REPAIR** and/or replace faucets, toilets, valves, water heaters, sinks, drain problems, etc. Small jobs

a specialty. Bob Lynn Plumbing and Heating. \$100ff w/this ad. License #23220. 508-658-2099.

### Electrical Services

**LICENSED ELECTRICIAN.** All jobs welcomed. Quality work at an affordable rate. Residential, commercial, maintenance, etc. Fully insured, free estimates. Call Rick Furruss 475-7854. MA License #E25560.

### Painting & Papering

**BEAU ART PAINTING.** Distinctive interior work...

Wallpapering, painting, faux finishes and murals. Reasonable rates. Bonded/Local references. Call Dan 458-6095.

**BOB & MIREILLE** for your interior painting, wallcovering, staining, varnishing. 18 years experience. Excellent workmanship. Free estimates. Please call 687-1378.

**CHRIS'S PAINTING-** exterior, interior and paper hanging. Neat, excellent local references. Fully insured. For estimate call Chris 685-4890.

**INTERIOR PAINTING** and Wallpapering. Free estimates. Call John Thomson 470-0037.

**F.D. ROCHA AND COMPANY.** Painters, decorators, paper hangers. Neat, professional work. Established for over 40 years. Fully insured. Reasonable rates. Call 452-7614.

**INTERIOR - EXTERIOR PAINTING,** Wallpapering and stenciling. Quality work, reasonable prices. Free estimates. Call Bob 470-1822 or Paul 475-6405.

**INTERIOR PAINTING-** Now scheduling for custom Interior Painting where quality and service are second to none. JAMES FISCHER PAINTING 475-1876. Free estimates. Please call in advance for the best dates.

**INTERIOR PAINTING.** Ceilings a specialty. Reasonable rates. 20 years experience. Kitchen cabinets per request. Insured, free estimates. Call 475-9092.

**LOWNEY INTERIORS.** Specialist in Wallpapering, Interior Painting, Ceilings. References furnished. 470-1973.

**PAINTER-Interior/exterior.** Clean, Courteous, Efficient. 25 years experience. Many references. Call Frank 475-0875.

**PAINTING/CARPENTRY/WALLPAPERING.** 20 years of professional service. Free consultation. Call ROB LEITSCHUH, REALTOR 475-8909.

**QUALITY INTERIOR PAINTING.** Local references. Free estimates. Now scheduling for the Holidays. Call David Lynch 470-0254.

**QUALITY PAINTING** and Wallpapering. Interior and exterior. Free estimates. Ten years experience. Call Bruce McFarland at 1-927-6238.

**RAY BOURQUE,** Interior and exterior painting and carpentry. Call 475-7048.

### Woodworking

**FINE WOODWORKING** graduate of North Bennett St. School. 30 years experience. Handcrafted furniture made to order. Repairs and refinishing. Call 475-6686.

### Cleaning Services

**A TRIPPLE STAR House** Cleaning and Window Cleaning. Fully insured. Reasonable rates and reliable people. Call 1-800-447-6191.

**BEST CLEANING - Top** to bottom cleaning GUARANTEED! Weekly, bi-weekly, monthly. Fully insured. Excellent references. Reasonable rates. Serving the Andovers for 8 years. 508-441-2144.

**CLEAN HOMES MY** specialty. Will clean your home to meet your needs. Reasonable rate and references. Please call 475-0152.

## Fine Home Carpentry

Charles Vincent Licensed & Insured  
508/658-8270  
Complete Home & Business Remodeling  
Specializing in Fine Details  
New & Vintage Homes  
• Specialized Additions • Individualized Decks  
• Personalized Kitchens & Baths  
• Customized Millwork

## COOPER BROS. PAVING

### • DRIVEWAYS

- Parking Lots
- Private Roads
- Commercial Paving
- Personal Supervision



3rd Generation of Quality and Credibility

We're Simply the Best!

(508) 664-0777 1-800-660-5599

## RESIDENTIAL DESIGN SERVICE

NEW HOMES  
ADDITIONS & RENOVATIONS  
KITCHENS & BATHS  
DECKS

Consultations  
Conceptual Designs  
Construction Drawings

DAVID W. BROWN  
470-0454



**ALFRED J. CAVALLARO, inc.**

Landscape Contractors

**SCREENED LOAM  
BARK MULCH**

RED HEMLOCK • SPRUCE • PINE  
STONE • STONE DUST • SAND

475-2466

## ALLEN TILE

EXPERT INSTALLATION & REPAIR OF:

CERAMIC • QUARRY • MARBLE  
GRANITE • SLATE  
RESIDENTIAL • COMMERCIAL

FULLY  
INSURED

682-1101  
NO. ANDOVER, MA

FREE  
ESTIMATES

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HEATING, Inc.**



Commercial • Residential • Industrial  
"Professional Service, Affordably Priced"  
Free Estimates Fully Insured

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Master's Lic. #9898 / Oil Tech. Lic #27959

## ALAN M. HENDERSON Home Improvements

- Tile Repair
- Bathrooms
- Kitchens
- Decks
- Porches



No Job Too Small 475-1601

## MORIARTY IRRIGATION

System Winterizations  
Prompt Guaranteed Service

Andover, MA 474-4226

# PROPERTY TRANSFERS

## Andover

The following is a list of properties in Andover that sold from Oct. 1 to Oct. 4.

**1** Mark F. Tassinari bought **Montego Circle, Lot 5**, for \$130,000 from Montego Realty Trust. The mortgage is with Ipswich Savings Bank.

**2** Bruce Cohen bought **15 Candlewood Drive, Lots 54, 54A**, for \$225,000 from Sandra Levin.

**3** Sunderland Realty Trust bought **116 Main St.** for \$375,000 from William J. McCarthy.

**4** George L. Lewis bought **22 Railroad St., Unit 413**, for \$105,000 from Sixty-Three Atlantic Avenue Limited Partnership. The mortgage is

with Fleet Real Estate Funding Corp.

**5** Fouad C. Hajjar bought **19 Rutgers Road, Lots 30, 30A**, for \$250,000 from Gerald D. Iandoli. The mortgage is with Medallion Mortgage Co.

**6** David E. Nicholls bought **80B Washington Park, Unit 6**, for \$61,500 from Rose Lebow.

## North Andover

**1** Guy D. Duffy bought **3 Ellis St.** for \$122,000 from Scott Williamson. The mortgage is with Stoneham Cooperative Bank.

**2** Elvis Musgrave bought **78D Jefferson St., Unit 51**, for \$47,000 from Karen Ann McClearn Whitehead.

**3** Robert D. Curcio bought **90 Farwood Ave., Unit 90FW-3**, for \$80,000 from Barbara D. Morrison.

**4** William K. Dehart Jr. bought **222 Brentwood Circle, Lot 41**, for \$245,000 from Anthony P. Terranova. The mortgage is with Andover Bank.

**5** Thomas S. Vathally bought **19 Fernview Ave., Unit 4**, for \$78,500 from New Heritage Trust. The mortgage is with Northmark Bank.

**6** Village Realty Trust bought **Lancaster Drive, Lot 32**, for \$103,000 from First City Development Corp.

**7** Gary W. Shanahan bought **Meadowood Road, Lot 10**, for \$173,135 from Meadows Realty Trust. The mortgage is with First Eastern Mortgage Corp.

**8** Donna H. Sullivan bought **16 Dana St.** for \$136,000 from Jeffrey Castaldo. The mortgage is with Ipswich Savings Bank.

**9** Michael W. Howard bought **Meadowood Road, Lot 25A**, for \$168,343 from Meadows Realty Trust. The mortgage is with Stoneham Cooperative Bank.

Source: Essex County Registry of Deeds, Lawrence branch.

**CLEANER IMAGE**  
CLEANING SERVICES  
specializing in small offices, condos, townhouses and one time cleanings. Insured. Bonded. Call 508-640-0195.

**CRYSTAL WINDOW**  
CLEANING Our prices start from \$2.50 to \$6.50. Fully insured. Residential/commercial. Carpet cleaning also available. Free estimates. "We will beat any price!" Call Gabriel 508-521-4666; 603-893-5387.

**FAMILY TEAM DUSK TO DAWN**  
CLEANING. Specialize in basic general cleaning with affordable rates. For more info call Larry 687-2624.

**FAMILY WORKS-** Residential Cleaning Company. Family owned and operated, offering dependable, thorough and guaranteed satisfaction. References. Free estimates. Call 681-8335.

**HOUSECLEANING BY BETH.** Weekly, bi-monthly. Free estimates. References. Call 508-937-7099.

**MERRY MAIDS -** Custom home cleaning - professional service. Dusting, vacuuming, kitchen/bath clean up. 16 local offices. Bonded and insured. Free estimates. 658-5197.

**PONY EXPRESS CLEANING** Company. No job too big or small. Commercial and residential cleaning weekly, biweekly, monthly, one time major jobs. Free estimates. Chelmsford 251-7712.

**SUSAN'S HOME CLEANING.** Mature woman with many years cleaning experience and references has an opening every other Friday. Call 683-0905.

**WHITE GLOVE CLEANING.** The very best. Experienced. Professional. Serving the Andover - No. Andover area. For a free estimate, call Helene Spoto 475-4275.

**PROFESSIONAL CLEANING.** Reasonable rates. Andover/North Andover area. Call 975-2632.

**WITH THE BEST REFERENCES** from Andover customers, we provide highest job quality in European style. Weekly House Cleaning. One Time Cleaning, Windows, Silver, Ironing, Your extra Wishes? "Come Clean" is for your needs. Call 508-256-6913.

### Window Cleaning

**A TRIPPLE STAR WINDOW CLEANING.** Family managed since 1986. Owner on site at all times. Fully insured. Free estimates. Gutter Cleaning, Wash Screens, Rope Sash Replacement. Wash windows from \$2.50/per window and up. Call us and let us make you shine! J. Reynolds, MA 1-800-447-6191.

### Snow Removal

**SNOW PLOWING:** Dependable. Reasonable rates. Call Kevin at 686-2887.

### Landscaping

**ANDOVER'S FINEST TREE & LANDSCAPING.** Fall clean-up specials. Call now for rates 474-0661.

**AJ'S LANDSCAPING-FALL CLEAN-UPS. LEAF RELIEF.** We rake and remove leaves for a reasonable price. Prompt, reliable service. Call 685-1302.

**FALL ROTOTILLING.** Will beat any written estimate. For appointment call 640-0989.

**GARDENS BY ELLEN.** Perennial gardens and landscapes. Designs, installation, maintenance. Call 686-7712.

**GRAMSCAPING-** Fall cleanups and Leaf Removal. Reliable service. Competitive rates. Senior Citizen discounts. Snowplowing services also available. Call 475-1822.

**PINE TREE LANDSCAPING.** Complete Lawn & Shrub Maintenance. Lawn & Shrub Fertilizing. Shrub Pruning. Weekly Lawn Care. Bark Mulch Installation. Free estimates. 475-2202.

### Child Care

**CHILDCARE AND HOUSESITTING-** Responsible mother with two grown children will babysit or housesit. Available all evenings and overnight. Own transportation and references. 470-8907.

**AFFORDABLE DAY-CARE.** Safe, fun, hot meals, off 495/93 License #70352. Call 794-3515.

**COME AND SEE** the difference. Certified teacher has openings. Educational, activities, snacks and meals. Lic.#68020, North Andover. Lauriann 681-6458.

**DESIGNATED SITTERS INC.** Experienced, dependable Nannies available days, overnight, after-school, evenings, sick child care. Long/short term placements. Postpartum care. Great references/silver-screened. 774-8580.

**LISA'S LITTLE ONES DAYCARE** has full and part time openings in quiet and convenient Andover location. Call now for appointment 475-4345. License #67821.

**PATTI'S PLACE** Established 1980 offers the best in child care for children 0-4 years in a warm, stimulating atmosphere. Interviewing now. License #59855. Call 683-5104.

**TEACHER HAS OPENINGS** in Andover family childcare home. Ages 2 and over. Safe, loving, educational environment. License # 68032. 474-0293.

**HONEST, RELIABLE, CARING** high school sophomore will babysit evenings and weekends. References. Call Erin at 474-4933.

### Instruction

**ACCREDITED EDUCATIONAL THERAPIST** for students or adults. Learning skills for phonics, reading, writing, math. S.S.A.T. P.S.A.T. S.A.T. Miriam Smith, M.A. 683-6129.

**ART FOR EVERYONE!** Preschool to Adult. Emphasis on drawing and painting. Special format for preschoolers. Small classes to allow individual attention. Call Merry Beninato 683-2999.

**DEVELOPMENTAL EDUCATOR M.A., M.Ed.** specializing in: Attention Deficit Disorders, Developmental Deficit Disorders, Developmentally Delayed infants, children and adults. Also tutoring in: Math, Science, PSAT's, SAT's. 689-4517.

**FRENCH/ENGLISH TUTOR** w/BA in English and French available for struggling students. Call Liz 475-4208.

**LESTUDIO DE BALLET,** 470-1381. 2 Dundee Park, Andover. Ballet classes for adults and children.

**BEAVEN & ASSOCIATES** Private tutoring. English, math, sciences, Latin, Spanish, French, German. SAT's, SSAT's 91 Main Street 475-5487.

**MATH TUTOR - 20 years** college teaching experience. Math Ph.D. Will tutor all levels Middle School through College. Call 475-4285.

**PERFORMING CLASSICAL PIANIST.** Oberlin Conservatory of Music graduate. Theory, ear-training, keyboard also. Advanced students preferred, beginners accepted. Phone 475-9303.

**PIANO LESSONS FOR** beginners and intermediates. Children and adults. Call 475-4769.

**PRIVATE MUSIC LESSONS** on Saxophone, clarinet, flute, in your home. All ages. Beginners welcome. Paul Wagner 683-0315.

**PROFESSIONAL TUTOR:** Free Consultation. Reading, writing, math, study skills, typing; SSAT and SAT preparation. Telephone after 6 p.m. 682-0530 Jean Mathies.

### Help Wanted

**A PROFESSIONAL RESUME.** Resumes and

more. Cover letters, faxing, flyers, notary Fast, low prices, laser printed 470-3955.

**CHILD CARE NEEDED** for newborn twins in my Andover home. Flexible hours. Must have own transportation, references and be a non-smoker. Please call 475-5741.

**DYNAMIC, SHARP, CREATIVE,** energetic right arm needed for booming new marketing business. Some mix of the following experience required. Sales, marketing, administration, windows, computer graphics, preprint. Full or part time. Flexible hours. Send resume to: REL, P.O. Box 427, Andover, MA 01810.

**EXEC. ASSISTANT** to support 2 management consultants in Andover approximately 16 hrs./week. Knows Mac Word/Powerpoint/Excel. Innovative, artistic, fast. Send resume/pay requirements to Box RR-21, c/o The Andover Townsman, P.O. Box 1986, Andover, MA 01810.

**JOIN THE NEW ROYAL AUDIO,** Home Theatre, Video Team in our new Andover location. Full and part time positions available. Sales experience preferred. Contact Mr. Cole at 682-6262.

30 Yr. Fixed <b>7.375%</b> <b>7.375%</b> APR	30 Yr. Fixed Jumbo <b>7.50%</b> <b>7.50%</b> APR	15 Yr. Fixed <b>7.00%</b> <b>7.00%</b> APR
<b>NO POINTS AND NO CLOSING COSTS*</b>		
 <ul style="list-style-type: none"> <li>\$93.00 Application Fee for Purchases Only</li> <li>No Prepaid Points or Fees to Lock Rate</li> <li>Free Pre-Qualification Certificate • Many Other Programs Available</li> </ul>		
<b>John Sideri</b> <b>Mortgage Financial Services, Inc.</b> 508-688-9999 800-659-HOME (4663) 1 Corporate Drive, Andover, MA, ML #0167		

## FAMC

### FIRST ANDOVER MORTGAGE

**NO POINTS/NO CLOSING COSTS**

7.375% 30 year  
 7.00 15 year

**SUBJECT TO DAILY CHANGES**

RATES EFFECTIVE 11/27/93

CALL TODAY (508) 749-7070

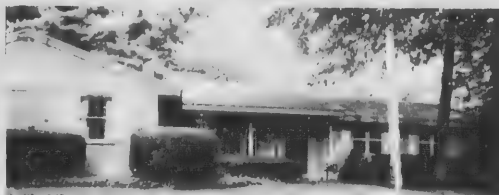
Andover, MA Licensed broker MB #0546

## Classified/Real Estate

## HOUSE FOR SALE BY OWNER

STATELY BRICK FRONT COLONIAL IN PRESTIGIOUS INDIAN RIDGE/SANBORN SCHOOL LOCATION. IMMACULATE CONDITION, PRISTINE LOT BACKS UP TO CONSERVATION LAND. 2900 SF OF ELEGANT LIVING SPACE. \$359,000 PRINCIPLES ONLY. 475-3422

## OPEN HOUSE SUNDAY 2-5 P.M. For Sale By Owner



Location! Walk to town from this well maintained 8 room California ranch set on a 3/4 acre wooded lot. Features 4 bedrooms, 2 1/2 baths, and a large fireplaced family room.

**\$249,900**

**17 Burton Farm Dr., Andover, off Elm St.  
475-6825**

## Help Wanted

**HOUSEHOLD HELPER** FOR afternoons/evenings. Mondays-Fridays, 3pm-8pm. Must have car for carpooling and errands. Call 470-1955.

**PART TIME PICTURE FRAMER.** Experienced preferred. Reply to: Business Info, P.O. Box 5033, Andover, MA 01810. **PART TIME POSITIONS** available packing light products, Monday-Thursday. Possible hours 8am-11:30am or 12pm-4:30pm. Please call 475-1710. E.O.E.

**POSTAL JOBS** \$12.08/HOUR to start plus benefits. Postal carriers, sorters, clerks, maintenance. For an application and exam information, call 1-219-736-4715 ext. P4004, 9am-9pm, 7 days.

**REAL ESTATE SALES-** Earn what you deserve! Ask about training. Call Jean at 475-1243.

**SALES & SERVICE ADMINISTRATOR-** Duties include: Handling Service and Part Sales calls; Customer Call backs; Data Entry of all orders and edits; Warranty paperwork; General Administrative and Clerical Duties. 5 days per week, 8:30am-5:00pm. Salary open. Call 617-935-5332.

**SITTER NEEDED** **MONDAYS** 2:30-6:00pm for 10 and 12 year old and occasional other days possible. West Andover. 794-0827.

**WARM, RESPONSIBLE PERSON** wanted for full time (8am-5pm, Mon.-Fri.). Daycare position in our North Andover home, caring for 2 year old girl and 3 year old boy. Call 640-3016.

## Publications

**EARN UP TO \$339.84** per week assembling our products at home. Amazing

recorded message reveals details. Call today 508-238-6932.

## Animals &amp; Pets

**FREE CAT TO wonderful** home. Three year old bred Balinese. Beautiful, well-mannered, spayed and all shots. Call 1-373-8960.

**GORGEOUS PERSIANS,** CFA registered. Health checked, 5 months old. 3 kittens. \$120 each. Leave message. 682-5684.

**HAPPY TAILS-** \$5.00 off a complete grooming. Walk-in nail clipping \$3.00 with this ad. Call 475-6860.

## Purchasing a Home? Time to Refinance?

**FIXED RATES BELOW 6.125%**

No Points No Closing Cost Loans Available Representation throughout the Merrimack Valley, Eastern Massachusetts and all of New Hampshire 15-30 yr. fixed rates Jumbo fixed rates 5% down payment plans Two-step programs 1 yr. convertible ARMS Many other programs



Call: Jay Weiner

857 Turnpike St., No. Andover 01845  
508-975-3717 or 1-800-234-2029

## ANDOVER



**CAPE FOR SALE - HISTORIC AREA** Beautiful, custom-built, center chimney home. 4-5 bedrooms, walk to town. **\$339,000**

**Call Owner/Broker  
475-5258**

## ReadyMaid's

Homes / Condominiums / Apartments / Offices  
WEEKLY/BI-MONTHLY/SEASONAL/HOLIDAY SERVICE

- Fully Insured and Bonded
- No Obligation Free Estimates
- We Furnish All Supplies and Equipment
- Speedy Team Cleaning Efficiency
- We Guarantee All Of Our Work
- Serving The Andovers For 10 Years

Call Our ReadyMaid's  
"Helpline"  
475-5575



The Affordable Housecleaning Professionals

## LAND WANTED

SINGLE LOTS, SUBDIVISIONS AND RAW LAND SOUGHT BY BUYER'S BROKER. BUYER WILL PAY CASH. NO FEE TO SELLER OR SELLER'S BROKER PLEASE CALL TOM BRENNAN AT 452-2944 OR WRITE TO SAME AT 9 CENTRAL STREET, LOWELL, MA 01852



McLennan and Company

**#1 in sales out of all Century 21 offices in the Northern District**

**Andover  
ABSOLUTELY STUNNING!!**



Enjoy your Holidays in this exquisite new 10 rm. circular staircase often foyer offering 4,000+ s.f. of sumptuous living area loaded with superb quality, detail & amenities, library w/built-ins, cth. ceilings, skylines, cant/air. Glassed sun room. 3 car garage. Don't miss this new price **\$599,000**

**North Andover  
CUSTOM COLONIAL**



Immaculate 9 room colonial in executive area features 4 bedrooms, huge master, 3 fireplaces, 3 baths, 2 car garage. This custom home must be seen to be appreciated. Asking **\$359,000**

85 Main Street  
N. Andover, MA  
(508) 682-2121

**Andover  
BLEND OF TOWN & COUNTRY**



...are found in this custom quality 3230+ S.E. hip room, open foyer. Gourmet kitchen hugs cth. skylit fireplaced family room w/wet bar wall unit, plus entertainment room. Jacuzzi master, extensive decking. On acre+ convenient to town and highways. **\$354,900.**

**Andover  
SPACIOUS SPLIT**



Cramped for space? 10 rooms with in-law can help. Hardwood floors, updated kitchen, in-ground pool; smart open foyer split level; 3.5 baths; 2 car garage; Excellent area. **\$259,900**



EACH OFFICE INDEPENDENTLY OWNED AND OPERATED

## TOWN OF ANDOVER LEAF COMPOSTING NOTICE

The Town of Andover leaf compost site at Bald Hill on High Plain Road will open for Andover residents only on Thursday, October 21, 1993. Residents may drive in to drop off leaves, grass clippings, and shredded yard waste between 8:00 a.m. and 4:00 p.m. on Thursdays, Fridays and Saturdays from October 21 thru December 4, weather permitting. Residents must remove their leaves, grass clippings, and shredded yard waste from whatever container they use to deliver them in. All contaminated loads will be rejected. The area is available for walk-ins at all times, however there are substantial fines for **ILLEGAL** dumping. Directions to Bald Hill: Take Lowell St. (Rt. 133) to Greenwood Road (the traffic light just east of the IRS). Take Greenwood Rd. (0.8 miles) north to High Plain Rd. and then take High Plain Rd., (1.0 miles) west to Bald Hill.

The Town of Andover will be conducting curbside leaf collection during the weeks of 11/1-11/5, 11/8-11/12, 11/15-11/19 and 11/29-12/3. Residents are to put their leaves out on their designated trash collection day. Any appropriate size containers may be used for leaves, but if using plastic bags they **MUST BE CLEAR PLASTIC BAGS.**



### Business Opportunities

**REAL ESTATE SALES-** Earn what you deserve! Ask about training. Call Jean at 475-1243.

### Special Notices

**ADVERTISE...IT WORKS!** Your ad here puts you in touch with thousands of potential buyers. Call our Classified Ad Department at 475-1943 today! Deadline for placing an ad is Tuesday at noon. All ad cancellations must be made by Monday at 5pm.

### Articles for Sale

**1400 LARGE COBBLE-STONES,** 95¢ delivered. Call 508-352-7543.

**BABY GRAND PIANO.** Gold with white, antiqued. Just tuned. Asking \$895. Call 685-3488.

**BANDSAWS, BRAKES, SHEAR,** Notcher, Press Brake, Power Shear, Miller, Lathe, Surface Grinder, Horizontal Boring Miller. RISON'S, 253 Main Street (Rte. 121A), Plaistow, N.H. 1-603-382-5671.

**COFFEE TABLE, MAHOGANY** \$50. Boudoir chair \$35. Folding cot, aluminum with mattress \$30. Table lamp, no shade \$10. 475-3643.

**COUCH, LOVESEAT** and wing chair. Solid oak frame with rolled arms. Needs to be covered. Just want to get rid of it. Best offer. Please call before noon or after 6:15pm. 851-2176.

**CRIB-** Morigeau with drawer. Excellent condition \$225. Single platform bed with storage drawer \$225. Gas grill \$20. Call 475-4489.

**DARK OAK QUAKER MAID** Kitchen/Pantry cabinet. 36"Wx24"Dx84"H. Excellent condition. Was \$1700; asking \$600 or best offer. Call 475-6966.

**HE GREW TO 6ft. 2in.** Boy's complete 13 piece bedroom set. Excellent condition. Only \$950. Also, 170 Rosignol skis with Salomon 175 bindings. \$75. Call 470-2971.

**KILLS FLEAS!** Buy ENFORCER Flea Killers for pets/home/yard. Guaranteed effective! Available at: BRUCKMANN'S True Value Hardware, 179 South Broadway, Lawrence.

**PIANO-** Mahogany finish. \$500 or best offer. Call 683-7445.

**POOL TABLE-** Brunswick Orleans, corner pockets, 1 inch slate. Gorgeous ornate carvings. Refinished 8-1/2ft.x5ft. Top quality. \$2300/best. Call 603-893-7373.

**PREPARE FOR CHRISTMAS.** Numerous free catalogs available featuring unique gift ideas. Call our 24 hour info line. 475-1545.

**SURDIAC COAL STOVE.** Good condition. Moving must sell. \$100. Call 687-1534.

**SEARS COLDSPOT REFRIGERATOR.** Model #7695980, 15.1 cubic feet, Almond, excellent working condition. 10 years old. Must sacrifice at \$200 or best offer. Call anytime 475-5738.

**TWO SNOW TIRES** with rims for BMW 528 Continental 195/70R14. Excellent condition. \$350. Call 617-272-2836.

**UNIQUE CHRISTMAS GIFT.** Amber necklaces. Brand new, beautiful colors, variety, personally selected and just purchased in Russia. Very reasonable. 475-2617.

**WOOD STOVE,** Waterford 104, black enamel. 22,000 BTU. Excellent condition. 26"H, 19"L, 12"W. \$225. Call 470-1627 after 7pm.

### Wanted to Buy

**ANTIQUES -** Anything old Marbletop, Walnut, Grape and Rose Carved Furniture, Glass, China, Silver, Jewelry, Clocks, Prints, Frames, Guns, Coins, Furniture, Etc. William F. Graham, Jr. 420 Water Street, Haverhill, Mass. Tel. 374-8031, will call to look.

**INSTANT CASH PAID** for old furniture, picture frames, glass and china etc. Anything pre-1950. Call for a free appraisal 508-441-3350.

**JEWELRY, ANTIQUES, FURNITURE,** bric-a-brac. Cash paid. Call 521-1543.

### Garage Sale

**10 CANTERBURY ST., ANDOVER.** Saturday

10/30, 9:30am-1:00pm. Storm windows, bathroom cabinets, sink, furniture, dishes, parts for Shawsheen house, lamps, etc.

**ANDOVER GARAGE SALE-** 10/30, 8am-noon. Household goods, small kitchen appliances, etc. 17 Glen Meadow Road. (off Dascomb/parallel to Lovely Road.)

**ATTENTION CRAFTERS/SEWERS.** We cleared out the sewing room. Lots of fabrics, pillows, batting. Saturday 10/30, 9am-noon. 8 Chatham Road, Andover.

**GARAGE SALE-** Saturday 10/30, 9am-3pm. Large variety of items to choose from including a complete dining room set, t.v., 3 a/c

units and assorted household items. 66 Central Street, Andover.

**GARAGE SALE-** Saturday 10/30, 9am-noon. 8 Chatham Road, Andover. (off Wildwood). Loads of children's things, furniture, baskets, some antiques, drapery fabric remnants (lots), kitchen items and much more. Rain or shine.

**INDOOR MOVING SALE.** Good stuff cheap! Computer, typewriter, etc. Saturday 10/30, 10am-2pm. 125A Dascomb Road, near 93, in the barn. 475-2713.

**MOVING SALE-** Saturday 10/30, 9am-2pm. 29 Maple Ave., Andover. No early birds please

**MULTI-FAMILY YARD SALE-** Saturday, 10/30, 9am-3pm. Rain or shine. 224 Andover Street, rear, Andover (Ballardsale behind Shawsheen Rubber Company). Furniture (home/office), bric-a-brac, collectibles, housewares, old stuff, file and storage cabinets, hd steel shelving



### Announcing the New Hilltop Phase at Bartlett's Reach.

- Award-winning 2 & 3 bedroom homes up to 4,000 sq. ft.
- 1 and 2 Car Garages • 1 or 2 Fireplaces
- Clubhouse • Swimming Pool • Tennis Courts
- Private Waterfront Park • Boat Moorings Available
- Special below Market Financing
- No points & no closing costs.

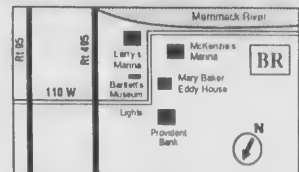
Priced from \$219,000 - \$400,000. Open 11-5 daily.

(508) 388-6107

*Bartlett's Reach*  
ON THE SHORES OF THE MERRIMACK RIVER

Built and Developed by: C.P. BERRY CONSTRUCTION CO/Danvers Savings Bank

## Expand Your Horizons



Directions: From RT 95 follow 110 W for 1-1/2 miles to lights. Turn left onto Main St. Follow for 1/2 mile to Larry's Marina. Bear right at fork and follow river for 2 miles to Bartlett's Reach on right.

## 3 MAIN ST. ANDOVER



470-0707



**ANDOVER -** Are you looking for an immaculate Ranch with large rooms and gleaming hardwood floors? Beautiful fireplace Living Room, formal Dining Room, eat-in Kitchen, and three Bedrooms. One car garage. Maintenance-free siding. **\$179,900**



**COLONIAL HEIGHTS -** Custom Raised Ranch near the end of a quiet street. This home was built by a contractor that wanted the very best - Anderson windows, hardwood floors, huge Master Bedroom, cedar Closet, two Bathrooms, and loads of closets. Lots of potential in the lower level with kitchen facilities. Beautiful private yard with additional storage. **\$119,000**



**ANDOVER -** Do you need room to breathe? Do you want a Family Room off the Kitchen with loads of glass? How about an additional Family Room with a large fireplace and slider to the yard? Do you want a Large Kitchen, beautiful Dining Room, Living Room with cathedral ceiling, four spacious Bedrooms, and an additional Game Room with kitchen facilities and a slider to the side yard. This home has many, many possibilities. **\$289,900**



**NORTH ANDOVER -** Did you spend the weekend raking leaves and cleaning gutters? Are you tired of maintaining a house? Have you ever considered a condominium? If you are considering a condominium, then come see this exceptional end unit with large Living Room, Dining area, eat-in Kitchen, and 1/2 bath on the first level. Two large Bedrooms, and a full Bath on the second floor. Full basement with laundry and work room. **\$69,900**

**WE GET RESULTS!! LET US PUT A SOLD SIGN ON YOUR HOME!! CALL TODAY 470-0707**



**Design Sales**

**THREE FAMILY YARD SALE**- Saturday, 10/30, 8am-4pm. Corner of Foster Circle and Whittier Street. Lawn equipment, furniture, housewares and linens.

**YARD SALE**- Saturday 10/30, 8:30am. 64 Rattlesnake Hill Road, Andover.

Oak dressers, children's bikes/ski equipment, books toys and much more.

**Wanted Real Estate**

**ANTIQUE COLONIAL** or victorian home with 3-4 bedrooms in Andover/North Andover, or charming older home in town. Reply to: P.O.Box 346, Andover, MA 01810.

**Condos for Sale**

**WASHINGTON PARK** 1 bedroom bright and unit. Top floor, overlooks river. Reduced \$62,900. Call **BANNER REALTY** at 475-3535.

**Houses for Sale**

**ANDOVER**- Investment opportunity! Two income properties for the price of

one! Three family and two family, walking distance to town, below market rents. \$231,000. **CENTURY 21 CARRIAGE HOUSE** 475-1243.

**EAST METHUEN**- BY OWNER. 3 bedroom Cape, vinyl siding, w/w, tiled bathroom, garage. Excellent neighborhood, yard. \$92,500. 686-2494 or 688-8248.

**Houses for Rent**

**ANDOVER**- 7 room, 2-1/2 bath split entry in family neighborhood. \$1500/mo. Year lease. Call The Victor Co. Inc. 475-2201.

**RANCH: 2 BEDROOMS**, 1 bath, eat-in kitchen, 24x36 living room, extra room, Bancroft area. Only

\$850/month plus utilities. Call Mr. Khuro for appointment at 664-1688 or 687-2255.

**Condos for Rent**

**NORTH ANDOVER**- large one bedroom, top floor. Porch, pool and tennis. \$535/month plus electricity. Available 12/1/93. Call 704-3039.

**Apartments for Rent**

**ANDOVER CENTER**- 1 bedroom, second floor. Appliances and parking. \$550/month plus utilities. Call 475-2854.

**ANDOVER CENTER**- two room studio. Ideal for a single person. Quiet, adult building. No pets please. Call 475-3981 or 475-0422.

**ANDOVER PHILLIPS ACADEMY** area in antique colonial. Three rooms, one bedroom, parking, on bus line. Available 11/1/93 \$500/mo. plus utilities. Call Lee Dodd 617-262-6907.

**ANDOVER- 12TH MONTH FREE** with one year lease. One bedroom, downtown location. \$425/month. Call 475-0145.

**ANDOVER- 12TH MONTH FREE**, with one year lease. One bedroom apartments. Ballardvale location. Call 475-1046.

**ANDOVER**- 2 bedroom condo. Carpet, appliances, heated. \$750 per month. Call 683-9396.

**ANDOVER**- 4 room townhouse. 1-1/2 baths, nice yard to river, hookup washer/dryer, off-street parking. Near train. No pets or utilities. \$655/mo. 475-5710.

**ANDOVER**- 7 room cape. 3 bedrooms, quiet neighborhood, 2 car garage, 1-1/2 baths, fireplace. Near town. No utilities or pets. \$1100/mo. 475-5710.

**ANDOVER**- A small two bedroom near train and downtown. Washer/dryer hookups, gas heat. \$600 per month. Call 470-4695.

**ANDOVER**- adorable 2 bedroom penthouse. Most unusual, young contemporary. Best intown location. \$925/month plus utilities. Call 475-0010.

**ANDOVER**- First floor, one bedroom, two family. Near center. Nice yard, parking. \$625/month plus utilities. Call 688-7238.

**ANDOVER**- Luxury studio, one and two bedrooms from \$495 including heat and hot water, pool, tennis, parking, laundry and storage. Convenient location. Call 9:30am-5:30pm Mon.-Fri. 475-3073.

**ANDOVER**- Six room Colonial duplex. Spacious, convenient location. \$825 per month. Call 475-5798.

**ANDOVER**- spacious 1 and 2 bedroom apartments complete with pool, tennis courts, hiking trails, clubhouse, on-site dry cleaning service and much more. Open daily 10am-6 p.m. From \$735. Also short term corporate suites available. Riverview Commons 508-685-0552. Corcoran Management Company. Equal Housing Opportunity.

**ANDOVER**- Sunny 1 bedroom near Phillips Academy. Modern kitchen and bath. Great intown location. Easy commute to Boston. Parking. Non-smokers. \$595/month no utilities. 470-1454.

# CALL COLDWELL BANKER

**ANDOVER**

**ELEGANT** Open foyer brick front Colonial with 3,700 square feet of living space. Fresh and lovely with a private backyard. Desirable Sanborn School location. **\$337,900**

**ANDOVER OPEN HOUSE SUNDAY 1-4**

**BEAUTIFUL 8 ROOM**, 4 bedroom Colonial in historic Shawshen Village. New kitchen/family room, screened porch - nice family neighborhood. **\$232,000**  
Dir: 133 East to #39 Enmore.

**ANDOVER**

**ON CUL-DE-SAC** abutting conservation land is this 8 room, 4 bedroom Colonial with a contemporary feel. Sanborn School District. **\$269,900**

**HOME WARRANTY**

**ANDOVER**

**FRESHLY PAINTED** inside and out. Intown 6 room, 3 bedroom Colonial. New tiled bath, hardwood floors, convenient to town, bus, train and shopping. **\$159,900**

**HOME WARRANTY**

**ANDOVER**

**BEAUTIFULLY CARED** for 6 room, 3 bedroom Colonial with three season porch. Mature shrubs and flowers surround a nice size lot. **\$169,900**  
Seller will pay up to \$2500. toward closing costs.

**ANDOVER**

**CLOSE TO TOWN** in prestigious location - Sanborn School district. Formal living room, dining room, spacious master bedroom suite, central air plus so much more... **\$380,000**

**HOME WARRANTY AVAILABLE**

**ANDOVER**

**ENTERTAINMENT SIZED** living room and dining room in this spacious 7 room ranch. Gleaming hardwood floors, great size bedrooms, large kitchen, knotty pine paneled family room and a relaxing screened porch for you to enjoy. **\$210,000**

**ANDOVER**

**COUNTRY CAPE** - set on a corner lot, close to schools and highways is this spacious 4 bedroom, 2 bath home. **\$189,900**

**LAND - NORTH ANDOVER**

**43,000 SQ. FT. LOT**  
**\$125,000**

## Gurry Real Estate

28 Elm St., Andover, MA 01810

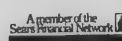
475-8500

**ANDOVER**

**AFFORDABLE** Antique Colonial located within walking distance to town, train and bus. Zoned General Business this home is charming and must be seen to be appreciated. **\$99,900**

**BRADFORD**

**A FINE FAMILY** neighborhood surrounds this 5 year old home with fireplace living room with atrium doors to deck, formal dining room with wide pine floors, 3 bedrooms plus so much more. **\$139,900**



The Home Sellers.



**BEST VALUE! TWO** bedroom, 2 bath, lavish interior, inhome washer/dryer, gourmet kitchen, fitness center, clubhouse and more. Convenient to Routes 93, 128, and 495. 975-1001.

**BRITISH COLONIAL** apartments. Now available. Two bedrooms, wall to wall carpeting, air conditioning, garbage disposal, double security alarm system. Model apartment open weekdays 8 to 5, Saturdays 9-2. For information call 685-7467.

**HAVERHILL-** Luxury 2 bedroom, 2 bath townhouse. End unit with garage, central air, microwave, pool, tennis. \$850/month plus utilities. Call 474-4426.

**INTOWN-** Quiet one bedroom apartment in older home. Parking and all utilities included. \$675 per month. Call 475-7297.

**LAWRENCE-** Top of Tower Hill. Three rooms, heated, wall/wall, fireplace, new bath, appliances kitchen, private porch overlooking city. Directly across for firehouse, near variety stores, laundromat, bus line, Catholic Church. Two minutes from Reservoir park. Owner occupied. Ideal for single. Call 683-4230.

**NORTH ANDOVER-** 3 room sunny, updated apartment in quiet neighborhood. \$475/month. Call 688-5445 after 5:00pm.

**NORTH TEWKSBURY-** one bedroom, large, beautiful country style apartment. Private entrance, owner occupied house. Russian fireplace. Pets welcome. \$700/month plus utilities. Near 495. Call 851-2907.

**ONE MONTH FREE!** Melhuon Delmont Estates. Country setting, one bedroom, \$545; two bedroom \$635. Heat, cooking gas, storage, laundry. Call 686-4791.

**SOUTH LAWRENCE-** Adjacent to 93, spacious 5 rooms. Garage, storage, porch, yard, gas heat. \$540/month, no utilities. Evenings 683-0094.

**SOUTH LAWRENCE/ANDOVER** line. Three room, one bedroom, newly renovated. \$525/mo, electricity included. 682-4948.

#### Roommates Wanted

**FEMALE NON-SMOKER** to share 3 bedroom house in North Andover. washer/dryer, dishwasher. \$400/month plus 1/2 utilities. Call 975-5561.

**NORTH ANDOVER-** Professional male seeking male/female to share spacious 4000 sq.ft. house at Great Pond Road address. You will have your own bathroom and large walk-in closet. Non-smokers please. \$500/month includes all utilities and use of washer/dryer. Please call 794-9595.

Josette Adams  
Amy Carlton  
Pat Chalfin  
Kirk Clarke  
Linda Diorio  
M. Pete Dorsey  
Kathy Edholm  
Helen Herrmann  
Jack Hewitt

Sue Keller  
Young Lee  
Joan Lewis  
Mary Kay Munsterteiger  
Anne Sinkinson  
Astrid Witt  
Joseph B. Doherty, Jr.  
Christopher S. Doherty  
Jane Doherty

**J.B.**  
**DOHERTY**  
ASSOCIATES

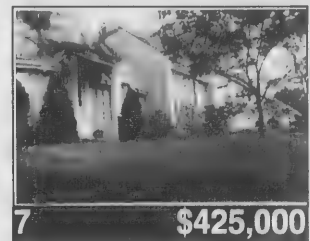
**J.B. DOHERTY ASSOCIATES**  
12 BARTLET STREET  
ANDOVER, MA 01810  
470-1200



1 \$64,900



4 \$215,000



7 \$425,000



2 \$169,500



5 \$239,900



8 \$459,900



3 \$192,900



6 \$350,000



9 \$529,900

1 ANDOVER. Elegant one bedroom condo at Aberdeen with high ceilings, updated kitchen, elevator in building, roof-top deck, storage, same floor laundry. **Exclusive**

2 NORTH ANDOVER. Nice Colonial Cape in desirable intown neighborhood. Living room, den and 2 bedrooms on first floor. Two bedrooms up, finished lower level, attached garage. **Exclusive**

3 ANDOVER. NEW PRICE. 3 year old custom built & architecturally designed home w/2 bedrooms, loft/den and 2 full baths. Contemporary features include light pine floors & woodwork, Euro-style kitchen, cathedral beamed ceilings & so much more. Conveniently located near public transportation & highways. Don't miss this exciting & unique property! **Exclusive**

4 ANDOVER. One step inside this home will steal your heart! Panoramic views from every room, this contemporary deck home offers country living in a convenient location. Light & bright, this home has 8 rooms, 3 bedrooms & 2 full baths. Beautiful fenced yard. **Exclusive**

5 ANDOVER. "JOHNSON ACRES". Expandable cape style Ranch. Prestigious intown location! Front to back fireplaced living room - formal dining room - eat-in kitchen - two bedrooms - den - full bath. Fully finished lower level with wet bar, 3/4 bath and walkout to two-level brick patio. Central air conditioning. Detached garage. **Exclusive**

6 ANDOVER. ONE OF A KIND! This beautiful antique home has been lovingly restored and enhanced. 10 foot ceilings, 4 working fireplaces, 4 season sunroom and a large family room are just a few of this home's treasures. A MUST SEE! **Exclusive**

7 ANDOVER. Bancroft School area. Exceptional 4/5 bedroom Cape in a wonderful neighborhood. Step-down family room with sliders to pool area. 1st floor den or 5th bedroom, spacious playroom in the lower level. Great amenities including central air. **Exclusive**

8 ANDOVER. An exceptional setting for this architect-designed home in one of Andover's most prestigious neighborhoods. This Abbot-designed Steiner-built home features 11 spacious rooms for the growing family. Formal living room with fireplace opens onto picturesque patio, new master suite built in 1990. Finished lower level has family room, bedroom & bath. Would be ideal for in-law/au pair. **Exclusive**

9 ANDOVER. Fabulous new home at Country Club Estates. Beautiful country kitchen with fireplace, first floor office, Great room and first floor bath. Nice big bedrooms with great closet space - walk-up attic - central air. **Exclusive**



470-1200





# Century 21

## Carriage House

### RESORT LUXURY FOUND IN YOUR OWN BACKYARD!

A winding private tree lined drive leads you into the tranquility of the 3 plus acre wooded setting and this luxurious all-brick Country French Provincial home.

CALL US FOR DETAILS.



The 30' living room and adjoining 22' dining room, both with hardwood floors, are flooded with light from the two 16' sliding glass walls which overlook the inviting pool area.



Dramatic 20x20 master bedroom suite, luxuriously appointed, with oversized sliders to pool area, dressing area, and huge master bath with sunken oval tub.



Stunning 23x22 family room featuring a dramatic hand-crafted antique fieldstone fireplace wall with Jenn-Aire grill, hardwood floor, and slider to lovely brick patio nestled under stately trees giving complete privacy.



The custom designed 3,114 square foot lower level entertainment center features a 17' professional wet bar, brickwall fireplace, fully applianced 2nd kitchen and 2 spacious bedrooms.

Splendid in appearance, unsurpassed in quality, and spectacular in design, this home is surrounded by velvety green lawns, and elaborate landscaping complete with Japanese bridges over a bubbling brook!

**Exclusively listed at  
\$995,000**



Spectacular gourmet kitchen featuring beautifully crafted fieldstone wall with built-in ovens and 7 burner Thermadore cooking center. Spacious eating area with oversized 9 section bow window.



The serene wooded setting is bejeweled by a beautiful, completely private, free-form heated gunite inground pool, surrounded by exquisite landscaping and cabana for formal entertaining or private enjoyment.

#### Roommates Wanted

**NORTH ANDOVER-** Professional non-smoking female seeking roommate to share luxury 2 bedroom, 2 bath apartment at Royal Crest. Call 683-4050.

#### Room for Rent

**ANDOVER-** Close to town, bus and train. Kitchen privileges, parking. \$325/mo. Available 11/1/93. Non-smoker. 617-426-2062 days; 475-7006 eves.

**LOOKING FOR A** friendly, non-smoker to share spacious home in Andover. \$400/mo. Call 682-1911.

**NORTH ANDOVER/BRADFORD LINE.** Professional non-smoker to rent sunny bedroom, kitchen/laundry privileges. Call 372-2580.

**ROOM FOR RENT** in quiet home. Convenient Andover location. Kitchen/laundry privileges. \$75/week. Call 475-4966.

#### Wanted to Rent

**HAVING TROUBLE SELLING?** Professional family looking for large home to rent or rent with option, in the Bancroft/South School district. Will pay up to \$2500/mo. or negotiable. Please call 1-800-788-8860.

**PERSON KNOWN AND** respected in community needs house or apartment in Andover to rent or sit for about December 10-January 10. Call 475-5351 and leave message.

**PROFESSIONAL ANDOVER WOMAN** desires apartment close to town, December 1st. Call evenings 475-0596.

#### Garages for Rent

**METHUEN GARAGE** for rent in private home. Residential area. Dead storage only. \$65/month. Call 683-1254.

#### Resort Places for Sale

**WINNIPESAUKEE SPECIALIST:** 80 ft. on Winnepesaukee. Sandy beach, 2 bedroom cottage, level lot \$149,000. **BEAUTIFUL CONDO** unit with sandy beach, dock and beautiful mountain views. Excellent buy at \$134,900.

150 FT. on Lake Winnepesaukee. 3 bedroom contemporary with 2 bedroom inlaw unit over a two car garage. \$249,000.

**GANONG REAL ESTATE** 1-803-366-2600.

#### Resort Places for Rent

**FALL FOLIAGE/SKI SEASON.** White Mountains, Bartlett, N.H. Three bedroom chalet on Saco River. Gorgeous mountain views, 4 miles to Attitash. Weekend/weekly rentals. 749-7110 leave message.

**LUXURY TOWNHOUSE** with jacuzzi in the Mount Washington area. Only 3 miles from Attitash. Sleeps six people. Available weekends or by the week. 470-0105. 617-252-1111.

- Professionally Trained Sales Staff
- Member of the Largest Referral Network in the World
- Full Insurance Services

- Comprehensive, Extensive Advertising Policy
- Guaranteed Service - Seller Service Pledge
- Guaranteed Service - Buyer Service Pledge

• Member of Century 21-World's Largest Real Estate Organization With Over 2000 Offices



**10 High Street, Andover • 475-1243**



**N.H. SKI SEASON** rental. Lovely, clean, 3 bedroom condo. Loon Mountain area. Woodstove, dates flexible. \$3500. Call 474-0985.

**WINTER RENTAL AVAILABLE-** Three month minimum. Two bedrooms, 2-1/2 baths, on golf course in Punta Gorda, Florida. Completely furnished. 10 minutes to beach. 889-2565.

#### Land for Sale

**ANDOVER-** acre plus wooded lot affording perfect privacy, yet convenient to town and highways. \$147,500. Century 21 Carriage House 475-1243.

**ANDOVER-** Cloverfield Estate. 1 to 2-1/2 acre lots, executive subdivision. Most abutting conservation. Each lot has minimum of 180' frontage. Owner 686-7984.

#### Office Space for Rent

**ANDOVER CENTER** office space 300-3500 sq.ft. on Main Street. Retail space 700-5000 sq.ft. Singles or suites for lease. Call 475-8732.

**ANDOVER CENTER-** 3 room office suite. Convenient location with off-street parking. Call 686-1111.

**ANDOVER-** Approximately 300sq.ft. retail/office space. Good downtown location. Call 508-777-5000.

**ANDOVER-** Beautifully renovated historical building. 2500 sq.ft. office, 1500 sq.ft. storage overlooking river. Call Lillian Montalto, ReMax Preferred 686-5300 ext. 110.

**ANDOVER- MAIN STREET,** downtown, affordable 1st class office space. 300sq.ft. to 5100sq.ft. subdividable, adjoining 220 space public parking. 508-465-8238.

**ANDOVER/SHAWSHEEN** brick home converted to business zoned office building. 4000 sq.ft., 24 work spaces, 12 rooms, 2 fireplaces, hardwood floors, working kitchen, central air, ample parking and enclosed yard. Available early 1994. \$2500/month plus utilities. Call The Victor Company Inc. 475-2201.

**INDIVIDUAL OFFICES** with telephone answering and support services. Convenient Route 114 location in North Andover. OFFICE SUITES AT JEFFERSON PARK 685-5440.

**NEAR ANDOVER CENTER.** Singles/suites, parking. Call 475-1243 ask for Pam or Jean.

**NORTH ANDOVER LEASE** 560-1711sq.ft. prime location on Rte.125 and Rte.133. Subdividable. Near town center. Easy highway access. \$10.00sq.ft. Call David 508-937-4421.

**OFFICE FOR RENT-** approximately 1,000sq.ft., in downtown area with parking. 475-3018.



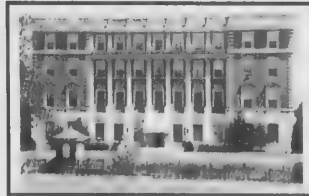
## HUNNEMAN & COMPANY-COLDWELL BANKER

6 Park St., Andover (508) 475-4477

### JUST LISTED!



**STOP BY** for a tour of Andover's "Ultimate Destination", luxury living in a distinctive wooded environment. Fieldstone Meadows offers Wynwood-built homes, hi-tech systems, superb craftsmanship and detailing. Color brochure available. Model open \$729,900. Other sites and custom designs available from \$550,000. Fieldstone Meadows, Andover.



**ENJOY THE ELEGANCE** and convenience of living at the historic Balmoral. This gracious first floor unit, accented by original oak woodwork, offers a loft for possible use as a third bedroom or den. Near highways, public transportation and shopping.

Exclusive \$104,900



**IMPECCABLE 11+ ROOM HOME** built with quality in historic Shawsheen. Master with library, finished lower level, plus suite ideal for au pair or in-law. Beautifully landscaped wooded grounds.

Exclusive \$359,900



**CONVENIENCE TO NORTH ANDOVER CENTER** and route 495 is just one of the assets of this attractive and beautifully maintained 3 bedroom home set on an easy care lot.

Exclusive \$152,900

### MEET NUALA BONESS



Nuala's tireless efforts as a real estate professional are reflected in her impressive record of accomplishments. Last year's sales level, in excess of \$7 million, earned her the coveted Gold Circle, and the ranking of #11 companywide. A vice president of the company, she was also inducted into the International President's Circle, honoring the exceptional performance of sales associates in over 2200 Coldwell Banker offices throughout the nation.

Nuala was recently recognized as one of the top 19 of Hunneman's more than 1000 sales associates. She is currently the #1 producer in the Andover office.

**Call Nuala Boness - another reason why a move with Hunneman can be the best move you ever make.**



**UNIQUE 5 BEDROOM** custom post and beam home on spectacular 11 acre wooded site. Grounds include guest cottage, barn, corral, bridge paths, playhouse, 3 car garage.

Exclusive \$595,900



**A PRIVATE RETREAT,** surrounded by more than 2 1/2 acres of sweeping lawns with panoramic views, enhances the splendor of this impressive brick French Provincial residence. The striking interior features a marble foyer with twin spiral staircases, a skylit kitchen, 10' ceilings, and 3 baths.

Exclusive \$599,900

### LAND

**ANDOVER - 14 acre** parcel in distinctive new area. **\$375,000**

**NORTH ANDOVER - 15.7 acres** with subdivision potential. **\$95,000**

**ANDOVER - 8 acres,** wooded country neighborhood. **\$250,000**



**NEW CONSTRUCTION!** Exciting new Colonial now being built on a wooded site with water views in one of Andover's most attractive established areas. Make an appointment now to view this choice property.

\$369,900



**SUNNY AND SPOTLESS** 2 bedroom townhome at desirable Millpond offers a crisp kitchen with white cabinetry, formal dining room overlooking courtyard, second floor laundry, central air and 2 car garage.

139,900



**A BLUE RIBBON HOME!** This exceptional 10 room Colonial, located just off the Green in North Andover's historic Old Center, has met the exacting standards of our Blue Ribbon program. It offers versatile living space in a luxurious environment, and includes a fully equipped suite ideal for au pair, in law or office.

Exclusive \$425,000



Marketing the World's Finest Real Estate.

Ted Balin  
Sandy Bolway  
Nuala Boness  
Joan Callahan  
 Elaine Carson  
Cathy Duggan

Carol Evans  
Ellie Gallagher  
Maureen Mano  
Al Marino  
Jack McCarthy  
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Marion Miller  
Wells Moore  
Michael Mullen  
Beverly Nassar  
Jim Nassar  
Mary Peck

Louise Ponti  
Joann Raye  
Cornelia Roche  
Jo Siraco  
Marie Walter  
Ruth Weiner  
Agnes Winn



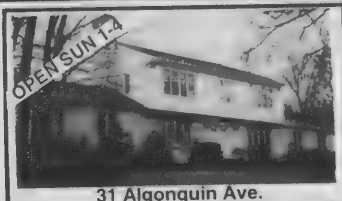
**COLDWELL BANKER**  
RESIDENTIAL REAL ESTATE  
**HUNNEMAN & COMPANY**

October 28, 1993

The Prudential



Howe Real Estate

Rock solid in real estate.<sup>SM</sup>

31 Algonquin Ave.

**ANDOVER** - Indian Ridge! Custom built 10 room home with special appointments. Upgraded kitchen with Corian countertops and Jenn-air stove, 20x20 Music room. **\$339,900**



**ANDOVER** - Charming Colonial close to town and Andover Country Club. Corner lot with two car detached garage, hardwood floors, sun porch and more. Must see! **\$199,900**



**ANDOVER** - Absolutely spectacular! Better than new! Custom Wynwood built 6600 s.f. two story Contemporary with sunny four room at home office suite. Exciting appointments enhance this incomparable home! **\$699,900**



66 Summer Street

**ANDOVER** - Bright, well decorated, beautifully renovated seven room Colonial with new white cabinet kitchen and new baths on private corner lot. Close to town. **\$224,900**



**ANDOVER** - Wonderful Colonial to be built at Cedar's Edge. Great cul-de-sac lot abutting Deerjump reservation. First floor study, skylit great room and sitting area off kitchen are just some of the spacious features. **\$384,900**



Lot 2 River Rd.

**ANDOVER** - Wonderful 9 RM Colonial on lovely wooded lot. Front to back 30 ft. living room. Spacious kitchen w/bowed area for dining, fireplace family room w/cathedral ceiling. Must see! **\$349,900**



**NORTH ANDOVER** - Large traditional Center Entrance Colonial with finished third floor, fireplace family room, enclosed porch and lovely treed acre lot. Home is conveniently located close to Olde Center. **\$273,900**



**ANDOVER** - Spacious expanded Cape, 4/5 BR's, Sanborn School District, two fireplaces, porch, deck and more. Close to town. Must be seen! Not a drive by. **\$239,000**



**A REAL CREAMPUFF!** Immaculate End Unit Townhouse! Many quality upgrades, finished loft with skylights, private patio, central a/c. Hurry! **\$75,000**



**ANDOVER** - Best buy in town! Move right in! Freshly painted and beautifully renovated three bedroom Colonial with oversized two car garage and fenced-in yard on pretty lot close to town. **\$134,900**

## Get the Prudential Advantage!

Susan Bishop  
Gloria Califano  
Maurcen Collins  
Pat Derba  
Sandra Durling  
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Mary Gilmartin  
Moirra Grasso

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Doris Lindsay  
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Dick Moody  
Wendy Perkins  
Beth Poulo  
Suzanne Price  
Marilyn Scheffy  
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Tom White

Doug Howe, Jr.

The Prudential  
Howe Real Estate  
475-5100

HomeView  
MEMBER BROKER

## Office Space for Rent

**NORTH ANDOVER** - Jefferson Office Park, Rte. 114, suites, up to 1500 sq.ft., \$9.00/per sq.ft. including base year taxes and operating expenses. Call John Horan 685-6236.

## Parking For Rent

**DOWNTOWN PARKING**. High Street. First month introductory price. Remember winter is coming! Call 683-5302.

## Commercial - Retail

**ANDOVER** - For Sale or Lease. First class office space. Free standing 10,600 sq.ft. brick building with high visibility on Rt. 93. Includes 2600 sq.ft. of warehouse and loading. Expansion possibilities. **686-7984**.

**ANDOVER** - Prime 1896 sq.ft. retail space available at 2 Stevens Street. High traffic location next to Post Office and McDonalds. Low introductory rent. Call now. 617-237-1007.

**SECOND FLOOR COMMERCIAL** office space in business district. 1000 square feet plus of office space immediately available. Ideal for several offices, conference room and general secretary/receptionist. Separate main entrance and separate identity with own sign. More than adequate parking adjacent to building. Located near the corner of Sutton and Main Streets, near I-495. Don't pass up this unusual opportunity! Call John or Arthur at North Andover Agency Real Estate at 685-5732 or 681-8663.

**TOPSFIELD** - downtown Main Street. Pleasant one bedroom apartment \$600 plus security. **508-744-7376**.

## Motorcycles

**1987 HONDA** Interceptor motorcycle. Excellent condition. \$1500 firm. Call 475-8958.

## START TO FINISH LANDSCAPING

- New lawns sod or seed
- Filling, grading, leveling
- Tree & shrub installation
- Bark and mulch installation
- Masonry walls, walks, stairs
- Dozer, backhoe, trucking • Drainage

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**685-3545**

Tyler Munroe  
LANDSCAPE  
CONTRACTOR

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**SOTHEBY'S**  
INTERNATIONAL REALTY



OCT 28 1993



1993 HONDA Z50R kid's dirt bike. Used less than 10 hours. Excellent condition. Great Christmas gift. \$950. 688-9081.

#### Campers & Trailers

**FOR SALE OR RENT.** 1989 36ft. Southwind Class A, 1992 20ft. Coachman Class C and sizes in between. Call 1-921-0616.

#### Automobiles for Sale

1990 PLYMOUTH GRAND Voyager LE. Excellent condition. Luxury package. A/c, 70,000 miles. \$10,500 or best offer. Call 470-1354.

1991 RED MIADA, 5000 miles, stored in winter. For more information call 470-1361.

BMW 325i 1987. Red, automatic, 2 door, low mileage. Excellent condition. \$11,000. Call 603-434-1427.

CHEVY ASTRO VAN 1991- fully loaded, garage stored, low mileage. \$17,000. Call 603-679-2364.

CHEVY ASTRO VAN 1989 CL- completely loaded/customized, garaged in winter. Must see. Many extras. \$13,000. Call 686-1884.

FORD ESCORT PONY 1986. Recent brakes, clutch and battery, 115k, good condition. \$850. Call 470-1567.

HONDA 1992 CIVIC Si, 5 speed, hatchback, black, loaded. Perfect condition. 20k highway miles. \$10,300 or best offer. Call 689-3279.

MAZDA RX7 GSL-SE 1985, 77k, fuel injected, loaded, mint, black on red. \$3595. 1-373-5302.

MAZDA-GS 1985. 70k. White on red. Mint. \$2895. Call 1-373-5302.

SNOW CAR- 1985, 4 wheel drive, Honda Civic Wagon. Very reliable. Excellent condition. High mileage. \$1995. Call 475-1134.

#### Special Notices

**ADVERTISE...IT WORKS!** Your service listed here puts you in touch with thousands of interested readers. Call the Classified Department at 475-1943. Deadline for placing an ad is Tuesday at noon. Monday at 5pm is deadline for cancelling an ad.

**FOR MORE INFORMATION** and assistance regarding the investigation of financing, business opportunities and work at home opportunities, "The Andover Townsman" urges its readers to contact the Better Business Bureau, Inc. 20 Park Plaza, Suite 820, Boston, MA 02116-4404.

**Jim Fowler**  
**PAINTING**  
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#### SIMPLY CLASSIC!



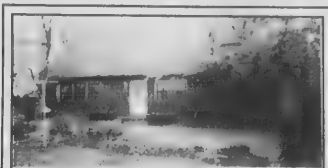
**NORTH ANDOVER** - Neutral decor throughout this wonderful 8 room colonial on beautifully maintained acre plus lot in a great relocation area. Front to back fireplaced living room, cathedral ceiling family room and so much more! **\$315,000.**

#### BLUE RIBBON SCHOOL!



**ANDOVER** - An 11 room home to keep you happy through years of ownership! Beautiful open kitchen/family room overlooks gorgeous backyard, pool & deck. So many possibilities including in-law or at-home office! **\$269,900.**

#### NEW EXCLUSIVE!



**HAVERHILL** - Very pretty 7 room cape on well landscaped lot in quiet family neighborhood with excellent access to highways. Fireplaced living room, large bedroom or in-house office with separate stairway. **\$134,900.**

#### POND ACCESS!



**BOXFORD** - Spacious and elegant nine room colonial on two acres with right of way access to pond. Front to back fireplaced master, fireplaced living and family rooms, three car garage and more makes this a terrific home! **\$469,000.**

#### CONVENIENT LOCALE!



**ANDOVER** - Great three bedroom cape that is in an area of new homes. Large level lot. Great starter or retirement home with lots of potential. **\$144,900.**

#### OPEN SUNDAY 12-2PM!



**ANDOVER** - Charming antique colonial with super in-town locale! Cozy family room replete with woodstove & bow windows, wide pine floors throughout the inviting living and dining rooms, master suite with sitting room/nursery. **5 Punchard Avenue. \$229,900.**

#### PRIME LOCALE!



**ANDOVER** - Graceful 15 room Greek Revival in sought after in-town location. Offering music room, library, kitchen with butler's pantry, 6 bedrooms, 5 fireplaces, 4 full baths, 3 car garage, 2 half baths and a Waterford chandelier! **\$679,900.**

#### TWELVE PLUS ACRES



**BOXFORD** - Authentically restored Carlton House set on beautiful rolling country acreage. Five fireplaces, wide pine floors, indian shutters, inground pool, fully stocked pond, barn & shed are just some of the special features! **\$875,000.**

#### PRIVATE YARD!



**ANDOVER** - Ideally located on quiet street near Phillips Academy, Pike School and Boston express bus is this contemporary ranch with two fireplaces and lovely deck. **\$219,900.**

#### LAND FOR SALE

**ANDOVER** - Pretty treed lot at end of cul-de-sac..... **\$175,000.**  
**BOXFORD** - 5 rolling acres perc tested for two house lots..... **\$125,000. each.**  
**ANDOVER** - Private yet convenient four acre parcel..... **\$175,000.**

Real Estate

  
**DeWolfe**  
NEW ENGLAND

**475-8600**

76 Main Street, Andover

  
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Jon Maren  
Vice President



Libby Webb, GRI



Jeane Sullivan,  
CRS, GRI



Anne Kruse, GRI



Marcia Druth,  
CRS, GRI



Debbie Kelso, GRI

### NORTH ANDOVER



**ON QUIET SIDE STREET**, yet walking distance to town! Young 1,600 sf duplex style Townhouse, with 3 bedrooms & 1 1/2 baths, on attractive lot! Terrific value in a handy location!  
Call 475-2201

\$109,900

### NORTH ANDOVER



**IMMACULATE 3 bedroom Ranch** on pretty lot with inground pool! Gleaming hardwood floors, lower level playroom and large updated kitchen! Super buy!  
Call 475-2201

\$129,900

### ANDOVER



**FRESH & BRIGHT Ranch** in lovely family neighborhood. A real charmer with beautiful white eat-in kitchen, fireplaced living room, Florida room with wood ceiling, and nice yard with greenhouse!  
Call 475-2201

\$154,900

### ANDOVER



**EASY DRIVE TO BOSTON!** Handsome brick Ranch in family neighborhood off So. Main Street! Spacious, open feeling throughout, hardwood floors, 23' eat-in kitchen, fireplaced living room & lovely grounds!  
Call 475-2201

\$175,000

### NORTH ANDOVER



**COUNTRY SETTING!!** Move right in to this sparkling 8 room Colonial on acre+ lot! Fireplaced play room & family room, deck, 2 car garage and great storage space. Fantastic value & perfect neighborhood for your family!  
Call 475-2201

\$207,500

### NORTH ANDOVER



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Sally Factor Bergman,  
CRS, GRI



Barbara Sullivan

#1 in Andover

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Terri Goodridge



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**1ST AD!** Priced to sell TODAY! 7 room, 4 bedroom home. Terrific private location, HW floors, FP-Family room, FP Living room, unbelievable value.  
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## NORTH ANDOVER



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## ANDOVER



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## NORTH ANDOVER



**NORTH ANDOVER** New construction transitional Cape set on 4 wooded acres. Vaulted ceilings, gourmet kitchen, 1st floor master suite, extras galore.  
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## ANDOVER

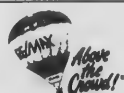


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# LWV donation part of town's civic responsibility

(Continued from page 31)

lems, but also as a way to build tolerance as different students get to know and work with one another.

"A teacher who knows how to (go about) problem-solving will not dictate answers," she said, "but help kids solve problems themselves."

Sanborn currently has a school council open to anyone from the third to fifth grades who is interested in leadership. Ms. Reitman said she planned to improve school spirit, undertake civic projects and have the students deal with problem solving from the identification of a problem through to the implementation of a plan.

"It's only October, so we're fresh into this," Ms. Reitman said of the teachers' discussions. "But we're off to a very good start. We're looking at developing a climate in the school that advances the development of character."

According to Mark McQuillan, superintendent of schools, the efforts at Sanborn are part of a system-wide effort. He said that a civic responsibility proposal was adopted as a pilot program after it was put before the Curriculum Council.

"(People) are feeling more and more that families aren't doing what needs to be done and schools are realizing the need to step in — that this needs to be addressed," said Ms. Huberman.

Earlier this year, Dr. McQuillan drew heavily on the work of Mr. Lickona, in both a speech to the LWV and in

his opening-day remarks to school faculties on the issues of "cultivating moral reasoning and ethical decision-making."

According to Ms. Huberman, it was his speech to the LWV that caused them to "pick up community building education as an interesting idea to promote in the schools." She said she would like to see efforts made in all schools and had told Ms. Reitman the LWV would be happy to help with dissemination.

"This is just one small piece. I think there will be other efforts and thoughts," said Ms. Huberman. "There are many other things in town that are trying to address some of" (these issues).

The efforts to create a youth town meeting, the work of the Our Town committee aimed at assuring service to the youth of Andover, and the use of tobacco-tax revenue to hire a youth coordinator, are examples of the town-wide effort.

"There are certain universal themes we all want our kids to have," said Eileen Woods, principal of South Elementary School.

South School is also looking into ways of teaching civic responsibility or character development, and each teacher there has a copy of Mr. Lickona's book as well, according to Ms. Woods. She said the book, "really gives concrete examples of ways to do that in the classroom."

In an effort to promote working

*'(People) are feeling more and more that families aren't doing what needs to be done and schools are realizing the need to step in.'*

Laurie Huberman,  
League of Women Voters

together and helping one another. South, like Sanborn, is starting student councils, which will include a spirit committee; a community service committee, to work with Neighbors in Need and on such projects as a holiday gift giving drive; and a student issue committee to work on building friendships and safety. Some classrooms have suggestion boxes for the students.

"The staff really engages the students in class meeting," as well, said Ms. Woods. "The whole idea is to build a sense of community."

Ms. Huberman said that it was her hope that efforts toward civic responsibility, and particularly toward group problem-solving, would help produce children who could work together, solve problems, and be tolerant of one

another.

"This can teach kids in an indirect way through living experiences," she said. "If kids learned and grew with a group problem-solving meeting there would be pay-off in producing citizens who are concerned (with the community)."

"I think in a nut shell, the more people know others are people and not objects the easier it is to have tolerance."

Dr. Larsen said that the efforts would not impose values on students but instead would create a situation in which the community would be learning from, and listening to, the students about democratic goals.

"We are awakening a sense of what is already here," he said. "I think young people are very excited about this."

Ms. Reitman also said that no model would be imposed in the schools until a significant amount of study had been done.

"There needs to be a parent component," she said. "We're looking at what is the parents' responsibility and what is the school's. We just want them to mesh so that we're working toward the same goal."

Ms. Reitman said the parents' role would be to identify areas for discussion, common values on which all could agree, and speakers from whom they would like to hear.

"The notion is that we're all in this together," said Ms. Woods.

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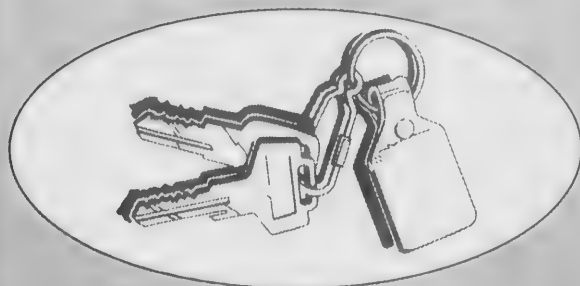
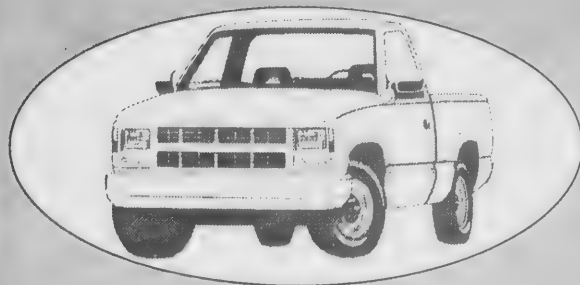
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OCT 28 1993

ANDOVER  
TOWNSMAN

# NEW CARS AND CAR CARE

OCTOBER 28, 1993



# Acura announces the 1994 Integra Sports Coupe and Sport Sedan automobiles

Acura Automobile Division has announced the introduction of the all-new 1994 Acura Integra Sports Coupe and Sports Sedan automobiles. Now in its third generation and eighth year since its debut in the U.S. market, the Integra continues to deliver sporty style, performance, comfort, advanced technology and unsurpassed customer value as the Acura entry-level model.

Both the Integra Sports Coupe and Sports Sedan are available in RS, LS and GS-R models, and all feature as standard equipment a driver's and passenger's side air bag Supplemental Restraint System (SRS). To broaden the appeal of the Integra to sports-oriented drivers who need the practicality of a four-door configuration, the performance-oriented GS-R is available for the first time in a Sports Sedan body style.

The RS and LS models are equipped with a 1.8-liter, 142-hp, DOHC, 16-valve engine. They are available with a 5-speed manual or an electronically controlled 4-speed automatic transmission. The GS-R models feature a new, 1.8-liter, 170-hp, DOHC, 16-valve engine equipped with the innovative Variable Valve Timing and Lift Electronic Control (VTEC) system. The GS-R is available exclusively with a close-ratio 5-speed manual transmission.

The higher power output of the Integra

GS-R engine has been achieved by applying a number of advanced engine technologies. Chief among these is the Variable Valve Timing and Lift Electronic Control (VTEC) system pioneered by Acura in the NSX sports car. The VTEC system automatically adjusts valve timing, lift and duration to achieve low rpm torque and high rpm power. The combination of VTEC and a new



dualstage intake manifold delivers 170 hp over a broad power band. And to further ensure reliability and durability, the engine is equipped with an oil jet piston cooling system and a high-capacity aluminum radiator to more quickly dissipate engine heat.

The GS-R close-ratio 5-speed manual transmission features different gear ratios than the 5-speed in the RS and LS models. These ratios have been optimized to improve acceleration and to take full advan-

tage of the engine's additional power, as well as to provide more relaxed driving and improved fuel efficiency at cruising speed. Engine vibration has been reduced in all Integra automobiles by a new hydraulic engine mount system.

The optional electronically controlled four-speed automatic transmission is equipped with the unique Grade Logic Control System, an Acura innovation that reduces the "gear hunting" effect often experienced while traveling uphill or downhill in an automatic transmission-equipped car. The system actually calculates the hill's grade, and integrates that calculation with the engine speed (rpm) to select the ideal transmission gear for optimal acceleration (uphill) or engine braking (downhill).

All Integra models feature a fully independent double-wishbone suspension system, which is widely recognized for its ability to provide responsive handling with ride comfort. The G-R features additional suspension refinements for more sporty performance, including a shock absorber tower bar and larger 6.0 x 15 alloy wheels equipped with P195/55 R15 Michelin XGT-V4 high performance tires.

Standard on all Integra models are four-

(Continued on page 10A)

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## Car care tips

• Inspect rubber hoses, belts and tires for wear. Replace them if you see signs of cracks or serious wear. Also, be aware that under-inflated tires wear unevenly and reduce gas mileage.

• Remember to store a jug of windshield-wiper fluid in your trunk as well as emergency items such as a couple of blankets, flares and a bag of sand in case you get stuck in an icy rut.

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Photo by Lisa Adelsberger  
The Main Street Mobil team is, from left, Mike Meyers, manager; Tim McNulty, car detailing specialist; John Madden, certified technician; Danny "Doc" O'Carroll, certified technician; Sam J. Ameen Jr., owner; and Ed Minden, Mobil sales and business consultant.

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(Continued on page 8A)



DeVille Concours

## Cadillac DeVille Concours creates a higher standard

The 1994 DeVille Concours. For centuries, the North Star has guided man's travels. Now it is guiding an entirely new class of automotive travel on the American road that creates a higher standard. So refined, it indulges six passengers with perforated, hand-fitted leather seating areas and surrounds them with genuine Zebrano wood trim. So comfortable, it supports driver and front passenger with new Suspension Seating, which should help them remain refreshed mile after mile. So responsive, its advanced Northstar System V8 makes passing and merging virtually effortless.

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The DeVille Concours eloquently speaks the language of the road. Its sophisticated application of power, dramatically illustrat-

ed by the attributes of the Northstar System, integrates the 270-hp powertrain and an electronically controlled transmission to rate a higher standard of performance for the full-size luxury automobile. The real-time Road-Sensing Suspension reads the road and automatically adapts so that you ride comfortably and confidently.

Further, DeVille Concours provides additional peace of mind with a comprehensive array of safety features, including an Airbank System - dual front air bags that help protect all three front-seat passengers.

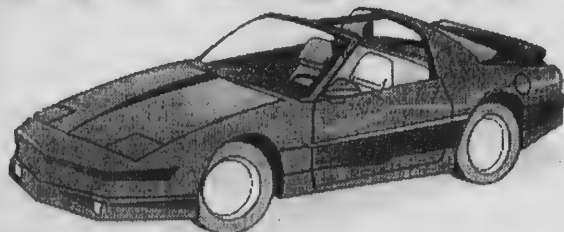
The DeVille Concours can be seen at Woodworth Motors in historic Shawshen Square, 339 North Main St., Andover. Woodworth Motors sells and leases Cadillac, Buick, Chevrolet and Geo. Call Woodworth at 475-6200

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Mobil

## 1994 Audi Cabriolet is a fun car for all seasons

To its range of sports sedans, mid-size luxury, high performance, and ultra-luxury models, Audi adds for 1994 a handsomely-styled convertible - the Audi Cabriolet.

With the striking lines of a classic roadster, Audi's first-ever Cabriolet features a power top that at the push of a button folds into a covered storage area.

A sell-out success in Europe since its introduction there in 1991, the U.S. version Cabriolet is powered by a 2.8 liter, 172 horsepower, V6 engine with an electronically-controlled, four-speed automatic transmission. The V6 pulls well all the way to the redline while the transmission moves easily up and down the gear selector range.

"The Cabriolet is a fun car," said Gerd Klaus, vice president in charge of Audi of America.

"Yet with all of the excitement of open-air motoring come such practical features as front-wheel drive and dual airbags.

"As much as it is a car for fun in the sun," he said, "the Audi Cabriolet is a car for all seasons."

Standard features include:

- A beautifully crafted insulated, power-operated soft top with headliner, a large plastic rear window, and a fan assisted rear window defogger.

- A central switch that operates all four windows simultaneously.

- Driver and front passenger airbags.

- Five-spoke alloy wheels.

- Leather seat upholstery.

**Power soft top**

At the turn of the T-handle windshield-

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The electro-hydraulic powered soft top releases easily and then withdraws into its own compartment, where it is stowed out of sight. To close the top, the button is pushed and the T-handle is secured to the windshield frame. Each process takes about 30 seconds and, for safety reasons, can only occur when the Cabriolet is parked with the handbrake fully engaged. The easy-to-operate top encourages open-air driving on shorter trips while offering greater security when the car is parked for short periods.

**Structural rigidity**

To bolster the Cabriolet's body strength and torsional rigidity, Audi reinforced the door sills, the door pillars, cross members, longitudinal chassis members and windshield frame.

A special stiffener is installed between the central tunnel and the dashboard to prevent the instrument panel area, or cowl, from shaking, a condition common to less well developed convertibles.

In addition to dual airbags, safety features include bracing to the sills and center tunnel, extra stiffening for the A-pillars, and strong extruded beams in the doors. According to Audi tests, the Cabriolet meets 1997 U.S. government side impact standards.

**Other standard features**

Standard technical features include front-wheel drive, power rack and pinion steering, anti-lock brake system, 195/65 HR



1994 Audi Cabriolet

15 all season tires, anti-theft vehicle alarm system, fully galvanized sheet metal and CFC-free air-conditioner.

Standard exterior features include aero dynamic halogen headlamps with high pressure washer jets, 5 MPH bumpers, body colored protective side moldings and outside mirrors, front elliptical projector fog lights and a single rear fog light, headlight washer system.

**Options**

Options are limited to a windscreen that covers the rear seat area, protecting front passengers from buffeting, and an all-weather package that includes heated front seats, heated windshield washer nozzles and heated door locks.

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\* Audi 90S: 10% of MSRP down pmt., \$299 1st month's pmt., and \$300 refundable security deposit due at lease inception. Rate based on \$29,225 MSRP incl. auto. trans., power sunroof, all-weather package & destination chg. Monthly payments total \$12,558. Option to purchase at lease end for \$11,690 in example shown. At lease end, lessee responsible for \$0.10/mile over 52,500 miles and for damage and excess wear. In both cases, required dealer contribution could affect final negotiated transaction. Other options, dealer prep., taxes, registration extra. Lessee responsible for insurance. See Park Audi for details. ©1993 Audi of America



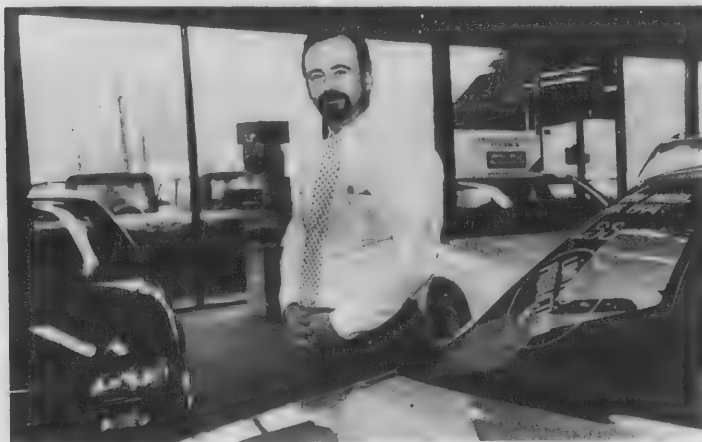


Photo by Lisa Adelsberger

John Christie, owner of Methuen Oldsmobile Pontiac Jeep-Eagle, says his goal is to exceed customer expectations.

## Methuen Oldsmobile Pontiac Jeep-Eagle is area's newest dealership

By M. Mendez

The Andovers' and Merrimack Valley's newest dealership opened its doors this past month.

The parking lot at Methuen Oldsmobile Pontiac Jeep-Eagle is quite full after gleaming new vehicles came off the transport trucks and started filling the parking lot at 175 Pelham St. in Methuen right by 193 at Exit 47.

"We are calling ourselves a new kind of dealership. Our goal is to exceed customer expectations," said John Christie, owner.

Factory-trained technicians, a large parts inventory and state-of-the-art equipment provide customers with a full line of services at a very convenient location.

"Purchasing a new vehicle should not be a painful experience," added Mr. Christie.

"I want my customers to be treated the way I expect my mother to be treated if she were shopping on her own."

The well-lit showroom is accented by plants and comfortable seating. The staff at Methuen Oldsmobile Pontiac Jeep-Eagle shows a positive attitude and the feel of no-pressure salespeople is a refreshing change from the typical auto-buying experience.

Whether looking for a new or used car, seeking hard-to-find parts or getting a vehicle serviced or repaired, taking the short trip to this new facility might be very well worth your while.

**The 1994 models are out and available at Methuen Oldsmobile Pontiac Jeep-Eagle**



Grand Am



Grand Cherokee



Eagle Vision



Delta 88

### Car care tips

- If it's been more than a year since the antifreeze coolant was changed, have the cooling system flushed and the antifreeze coolant replaced.

- Replace the air filter. This simple step alone may help the car run more smoothly and use less gas.

- To save time and money, give the mechanic all the information you have. Does the problem affect the way your car starts; the steering; the way it rides or changes gears? Also, be alert for any noises or smells and tell the mechanic about them.

# Methuen Jeep

You can buy a brand new 1994 model at huge savings and get top notch local service, too!! No need to shop till you drop. No one beats our prices



WAS 26,647, NOW.... **\$23,295<sup>00</sup>**  
SAVE 3,352<sup>00</sup>  
**YOU PAY ONLY!**

This vehicle is equipped with fuel injected V8 engine, power steering, power anti-lock brakes, power windows, automatic locks, 4 wheel drive, automatic transmission and many more options too numerous to list. We are 5 minutes away. Please stop by and check this great value. You will not be disappointed.

## WE SERVICE ALL JEEPS REGARDLESS WHERE PURCHASED

Bring us your vehicle for regular check-ups, warranty repairs, general maintenance or body work, for our valued Andover customers, we offer another special: Mention this ad and get a lube, oil & filter change for



**\$12<sup>95</sup>**

# Methuen



175 Pelham Street • Methuen • MA  
Exit 47 Off Rt. 93 - Just Minutes From Andover  
**683-8775**

## Mercedes-Benz 300CE Cabriolet: Unbridled fun and a host of conveniences

Twenty years. That's how long it has taken Mercedes-Benz to create a sleek new four-place Cabriolet. All the unique structural and styling goals of an open vehicle have been accommodated in the 300CE Cabriolet.

Few automobiles can claim to be instant classics: the new 300CE Cabriolet might be one of them. Share the exhilaration of top-down driving with three lucky passengers or enjoy the snug comfort provided by a well-insulated soft top.

The 300CE Cabriolet is powered by a dual overhead camshaft 24-valve, six-cylinder engine that delivers 217 horsepower for responsive performance. Convenience items include automatic front seat belt presenters, power windows with one-touch-down feature for both front windows, and electro-hydraulic soft top operation. Many subtle body refinements give the Cabriolet a more elongated and sleek appearance.

Unbridled fun combined with a host of conveniences: that's what the new 300CE Cabriolet delivers.

Strong, safety-engineered bodies are a Mercedes-Benz tradition as proud as potent engines and trend-setting styling. The 300CE Cabriolet has the solid feel of a closed car. That is because its floor, transmission tunnel, structure around the doors, front windshield frame and convertible top stor-



The 1994 Mercedes-Benz 300CE Cabriolet

age area are all specifically designed to provide extra rigidity, and a cast-aluminum brace runs behind the instrument panel to further strengthen the dashboard area.

The 300CE uses innovative vibration dampers in the engine compartment, the trunk and the windshield frame to help provide a more quiet, comfortable ride. The

contoured rear soft top storage compartments adds to body rigidity and gives a fine, finished appearance when the top is down. The cover also maintains the elegant lines of the 300CE Cabriolet.

Visit Smith Motors at 455-461 River St. in Haverhill, and test drive a Mercedes today, or call 372-2552.

### Things to look for when choosing a repair shop

As fall arrives, many motorists will be having their vehicles serviced before colder weather sets in. Here are some tips from the non-profit National Institute for Automotive Service Excellence on finding a good repair establishment:

- Start shopping for a repair facility before you need one.
- Ask friends and associates for recommendations; consult local consumer organizations.
- Look for a neat, well organized facility, with vehicles in the parking lot equal in value to your own and modern equipment in the service bays.
- Look for a courteous staff willing to answer all of your questions.
- Look for policies regarding labor rates, diagnostic fees, guarantees, etc.
- Ask if the repair facility specializes or if it usually handles your type of repair work.
- Look for evidence of qualified technicians: trade school diplomas, certificates of advanced course work, and ASE-certified technicians on duty.

### Car care tip

• Because motor oil tends to deteriorate over time, change it. No matter how little a car has been driven, changing the oil every three-to-four months is a good idea. In colder weather, lighter-weight oil is advised for smoother startups and effective engine lubrication.



## SMITH MOTOR SALES

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NORTH OF BOSTON

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OCT 28 1993

## Regan Ford has grown



Photos by Don Schwaneckamp

Regan Ford's customer service manager, Ken Neharg, pictured above with a customer, is one of many employees at Regan who are committed to keeping their customers satisfied.



Pictured above is Regan Ford's new addition, which includes a waiting room and the service desk. Regan Ford is located in Haverhill at the junction of routes 97 and 495 (exit 50 off of 495), and offers a large selection of new and used vehicles. Call 687-0299 or 373-3878.

## Customer satisfaction comes first at Main Street Mobil

(Continued from page 4A)

credit card at the pumps. Dependable friendly service. Clean attractive station. Responsible neighbors. Quality Mobil products.

By Nov. 1, Main Street Mobil will be a state inspection station and a car detailing shop will be added to the now existing service and gas station. The car detailing shop will include inside cleaning and exterior car wash. Look for the coupon in our ad.

You might think that all service stations are pretty similar. Not so. Remember the free gifts of your youth? They're back at Main Street Mobil. Every month a new giveaway and monthly service discounts. Stanley tools, glass bowls, detergent - all free with a fill-up.

The best part is the confidence that

you'll be topping your tank with high-grade quality Mobil fuel. This is so important with today's fuel injection vehicles. The Mobil station owner is in close partnership with the company to ensure quality service, parts and products.

At Main Street Mobil, customer satisfaction is the first priority. Don't be surprised if Sam or his wife, Lori, give you a call. They try to call everyone who gets their car serviced. Friendly and dependable service with your satisfaction in mind make this station a big hit in Andover.

There is one more important feature. Did you ever have service work done before a long trip? Were you ever concerned about the what if's after that service? All your service is covered for free under a nationwide warranty. More than 7,000 stations are connected from coast to coast.

# WE ♥ REGAN



# 2.9%

ANNUAL PERCENTAGE RATE

## On Brand New ESCORTS



## ON ALL NEW '93 CARS & TRUCKS!!

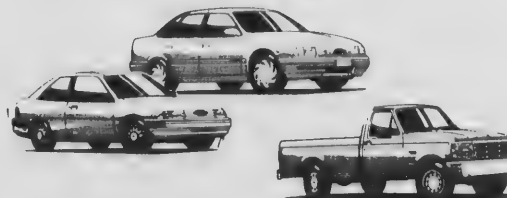
## SPECIAL SAVINGS ON SELECTED DEMOS

REGAN FORD - WHERE FRIENDS SEND FRIENDS

ALWAYS  
OVER

# 50

USED  
CARS IN  
STOCK



NO SALES TAX ON CARS DELIVERED IN NH

# REGAN



373-3878  
687-0299

RT. 97 AT RT. 495 HAVERHILL (EXIT 50 OFF 495)

SERVICE & PARTS OPEN SATURDAY 9:00-NOON

OCT 28 1993



# Jaffarian Volvo-Toyota puts the customer first

Volvo, Toyota, customer satisfaction. Merrimack Valley and competitive pricing don't seem to make any sense unless you have been to Jaffarian Volvo-Toyota in Haverhill.

For nearly a half-century, Jaffarian has sold and serviced new and pre-owned Volvos and Toyotas at the best prices to many people in the Merrimack Valley, while maintaining the highest degree of customer satisfaction.

As the years have passed each generation of Jaffarian has dealt with a busier and more complex auto industry.

"Times have changed dramatically, but the loyalty to our products and to our customers haven't," said Gary Jaffarian. "We concentrate on the small details, which people have always liked."

As Jaffarian has grown in volume, it hasn't lost the fine art of 'personal touch' with its customer base.

"We know our customers by name, not numbers," continued Mr. Jaffarian.

Excitement and technology have kept both Volvo and Toyota on top of their game, not only in the past, but more so now as a whole fleet of new and different products have been introduced.

Models for 1994 feature the sport sedan Volvo 850, which features front-wheel drive and comes in both a turbo model and as a

wagon. The success of the 850 Volvo is well known.

For Toyota, 1994 brings a completely newly-styled Supra model that has 320 horsepower; a new Celica; a two-door Camry coupe; and dual airbags.

Jaffarian has the area's lowest new car prices - consistently outdoing its competition - mainly because of its depth and experience, a low overhead and repeat business that's the envy of any car dealership.

Sixty-three percent of Jaffarian customers have either purchased their previous vehicle from Jaffarian in the past or have been referred to the dealership by some other customer.

In November, Jaffarian Volvo-Toyota will attempt to set yet another sales record. With only two months remaining in this year, Jaffarian's sale goal is in sight and the pencil will be razor sharp.

"We're going to be slashing all our prices on new and used Volvos and Toyotas to reach our goal," said Mr. Jaffarian. "I urge anyone interested in buying a Toyota or Volvo to come see us for the best price during our end-of-the-year sale."



## GERVAIS



**HURRY! SALE ENDS 10-31-93**

**'93 MERCURY TRACER SEDAN**

**\$179** per mo.

RED CARPET LEASE ONLY 24 SHORT MOS.

**'93 MERCURY SABLE GS**

**\$232** per mo.

RED CARPET LEASE ONLY 24 SHORT MOS.

**LOWEST PRICES OF THE YEAR!**

**'93 MERCURY COUGAR XR7**

**\$253** per mo.

RED CARPET LEASE ONLY 24 SHORT MOS.

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**GERVAIS FORD**

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PUT IT ALL IN FROM LOWELL

**'93 LINCOLN TOWN CAR**

**\$479** per mo.

RED CARPET LEASE ONLY 24 SHORT MOS.

**'93 LINCOLN MARK VIII**

**\$399** per mo.

RED CARPET LEASE ONLY 24 SHORT MOS.

**454-5696** **GERVAIS** **454-5696**

**LINCOLN-MERCURY**

**RTS. 38 & 495, 733 ROGERS ST.**

**LOWELL, MA. 01852**

# VOLVO

**JAFFARIAN**

**EXIT 49**

**OFF RT. 495**

**HAVERHILL**

# TOYOTA

## CLEARANCE SALE!!

BRAND NEW TOYOTA'S AND VOLVOS

## BUY AT OR BELOW

## FACTORY INVOICE!!



**EXAMPLES: 1993 TOYOTA** STK. #T457  
**COROLLA SEDAN**  
**LIST PRICE \$12,373**  
**BELOW INVOICE PRICE \$10,999**

**SALE ENDS 10/31/93**



**1993 VOLVO** STK. #V268  
**240 4 DR. SEDAN**  
**LIST PRICE \$22,280**  
**BELOW INVOICE PRICE \$20,625**

**SPECIAL LEASING PROGRAMS**

**LOW FINANCE RATES**

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## 1994 VOLVOS & TOYOTAS

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**BRAND NEW 1994 VOLVO**

**944** **PAY ONLY**

**SEDAN \$22,995**

STK. #V002 (INCLUDING NORDIC PKG.)

**BRAND NEW 1994 TOYOTA**

**CAMRY** **PAY ONLY**

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STK. #T015 EMERALD GREEN, AUTO, A/C

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**HAVERHILL, MASS.**

**800-352-8551**

**AAA APPROVED AUTO REPAIR**

**OPEN SUNDAY 12-5**

**EXIT 49 OFF 495**

## Rockingham receives President's Award from Toyota

Rockingham Toyota Dodge Nissan in Salem, N.H., is the only Toyota dealer in the Merrimack Valley to receive the President's Award from Toyota. This award is achieved only by approximately 15 percent of the entire Toyota dealer body in the nation.

Rockingham Toyota had to exceed 72 exacting standards in all departments and have the highest level of customer satisfaction.

Emmett Horgan, owner of Rockingham Toyota Dodge Nissan, is extremely proud of this award. Mr. Horgan is quick to say that it is each and every employee who won this award and is the foundation of the success of Rockingham and is the reason people keep coming back for both service and vehicle purchases.

Rockingham is conveniently located in Salem, N.H., and can be reached from Route 93 at Exit 2, or Exit 50 from Route 495.

## Acura announces the 1994 Integra Sports Coupe, Sport Sedan models

(Continued from page 2A)

wheel disc brakes, ventilated at the front and solid at the rear. This system uses newly developed brake calipers that resist flexing for better performance under severe braking conditions.

New to the Integra LS - and continued on the GS-R - is a standard Anti-Lock Braking System (ABS). This system is newly refined to minimize pedal kickback and maximize pedal feel. Under braking, the Integra ABS system modulates brake line pressure at the rate of 10 times per second, reducing the possibility of wheel lockup and helping the driver to retain steering control even under maximum braking effort.

To achieve improved crash worthiness, quiet operation and a long service life, the Integra body structure was designed using the Cray II supercomputer to simulate real-world body stresses and road shocks. As a result, the 1994 Integra Sports Coupe body is 40 percent stiffer in bending and 20 percent stiffer in torsional rigidity than the model it replaces; the Sports Sedan is 60 percent stiffer in bending and 5 percent stiffer in torsional rigidity.

The Integra uses front and rear crumple zones designed to help absorb and dissipate crash energy before it reaches the passenger compartment. The doors are equipped with side-intrusion beams to reduce the possibility of injury in the event of a side impact. In addition, the Integra uses special side-impact pads in the door, at hip and shoulder level on the Sports Sedan and at hip level on the Sports Coupe, to further absorb impact energy. These refinements, in combination with the seat belts and air bag Supplemental Restraint System (SRS) standard for both driver and front passenger in all Integra models, provide a comprehensive safety package.

Another new-for-1994 Integra feature

## Getting the most out of a gallon of gasoline

Motorists can get the most out of each gallon of gas by following a few simple conservation and maintenance measures. The following tips are presented by the National Institute for Automotive Service Excellence (ASE), a non-profit group that certifies the competence of automotive technicians.

**Monitor tire pressure.** Under-inflation wastes fuel and shortens the tires' life. Consult your owners manual for the recommended pressures. (Do-it-yourselfers: do not check the pressure when the tires are still warm from driving - let them cool down first.)

**Remove excess weight.** Remove unnecessary items from the vehicle. Store only essentials in the trunk. Less weight means better mileage.

**Plan trips and errands.** Look at your

that contributes to both sporty appearance and improved nighttime visibility is the projector beam headlights, which are used for low beam road illumination. Light from the projector beam bulbs reaches farther, illuminates an area 20 percent greater, and has a bulb life 2.5 times longer than most headlights.

For 1994, the Integra adds the comfort of air conditioning as standard equipment on the LS and GS-R models. And to maximize head room, an outer sliding moonroof is standard on the Integra LS and GS-R Sports Coupes and on the GS-R Sports Sedan.

All 1994 Integra models are equipped with a complete list of comfort and convenience items such as a standard tilt-adjustable steering column, power windows and door mirrors, a power-operated antenna, an AM/FM stereo cassette music system, remote trunk/fuel-filler-door releases and more.

In addition to providing increased performance, the 1994 Integra models achieve fuel efficiency that meets or exceeds that of the previous generation. Despite an all-new design and numerous additional standard features, prices for the 1994 Integra Sports Coupes range from only \$14,670 for the RS to \$19,440 for the GS-R. Prices for the sedans, including the new top-of-the-line Sports Sedan GS-R, will be announced when they go on sale in early September.

The Acura marque has achieved a reputation for quality and reliability, as evidenced by its ranking for three consecutive years as Best Overall Carline in the J.D. Power and Associates Vehicle Performance Study, a survey that measures driver satisfaction after three years of ownership. All Acura automobiles are protected by a four-year/50,000-mile limited warranty. A nationwide network of nearly 300 dealers offers a full line of Acura models, including the NSX, Legend, Vigor and Integra.

schedule and activities and try to consolidate your daily errands. Try to travel when traffic is light so you can avoid stop-and-go conditions.

**Use windows and air conditioning wisely.** Due to air resistance, your mileage should improve if you keep the windows closed at highway speeds. This is true even with the air conditioning on - assuming that the air conditioning system is in good condition. In stop-and-go traffic, turning the air conditioning off saves fuel.

**Observe speed limits.** Mileage decreases above 55 mph.

**Drive gently.** Avoid sudden accelerations and jerky stop-and-gos. Anticipate traffic patterns ahead and adjust your speed gradually. The brakes should last longer, too.

## ROCKINGHAM TOYOTA-DODGE-NISSAN

### MATCHING DOWN PAYMENT SALE\*\*

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## TOYOTA OUTLET

<b>93 4X2 PICK-UP</b> MSRP \$16,853 DISCOUNT -\$800 CASH/TRADE -\$1000 MATCHING DOWN PAYMENT UP TO -1000 <b>\$7553*</b>	<b>NEW '93 COROLLA</b> MSRP \$12,486 CASH/TRADE -\$1244 MATCHING ROCKINGHAM DOWN PAYMENT UP TO -1244 <b>\$9998*</b>	<b>TERCEL</b> MSRP \$9773 CASH/TRADE -\$687 MATCHING ROCKINGHAM DOWN PAYMENT UP TO -687 <b>\$6999*</b>
<b>'93 4X4 PICK-UP</b> MSRP \$14,330 DISCOUNT -\$1000 CASH/TRADE -\$1000 MATCHING DOWN PAYMENT UP TO -1000 <b>\$11,936*</b>	<b>NEW '93 CAMRY LE</b> MSRP \$18,438 CASH/TRADE -\$1788 MATCHING ROCKINGHAM DOWN PAYMENT UP TO -1788 <b>\$14,998*</b>	<b>4 RUNNER SRS</b> MSRP \$27,874 CASH/TRADE -\$3580 MATCHING ROCKINGHAM DOWN PAYMENT UP TO -3580 <b>\$22,874*</b>

\*Price includes delivery, taxes, title, license, and dealer fees. \*\*Financing available through Rockingham Toyota Dodge Nissan. \*\*\*Maximum Matching Down Payment Varies by Model. \*\*\*\*Financing To Qualified Buyers.

## NISSAN OUTLET

<b>'94 SENTRA E</b> MSRP \$11,185 CASH/TRADE -\$1000 MATCHING ROCKINGHAM DOWN PAYMENT UP TO -1000 <b>\$8955*</b>	<b>'93 ALTIMA GXE</b> MSRP \$14,799 CASH/TRADE -\$1000 MATCHING ROCKINGHAM DOWN PAYMENT UP TO -1000 <b>\$12,404*</b>	<b>'93 4X2 NISSAN PICKUP</b> MSRP \$16,439 CASH/TRADE -\$1000 MATCHING ROCKINGHAM DOWN PAYMENT UP TO -1000 <b>\$6595*</b>
<b>'93 4X4 NISSAN PICKUP</b> MSRP \$13,360 CASH/TRADE -\$1000 MATCHING ROCKINGHAM DOWN PAYMENT UP TO -1000 <b>\$10,265*</b>	<b>'93 MAXIMA GXE</b> MSRP \$21,799 CASH/TRADE -\$2599 MATCHING ROCKINGHAM DOWN PAYMENT UP TO -2599 <b>\$17,000*</b>	<b>'93 NISSAN PATHFINDER</b> MSRP \$26,115 CASH/TRADE -\$1000 MATCHING ROCKINGHAM DOWN PAYMENT UP TO -1000 <b>\$16,465*</b>

\*Price includes delivery, taxes, title, license, and dealer fees. \*\*Financing available through Rockingham Toyota Dodge Nissan. \*\*\*Maximum Matching Down Payment Varies by Model. \*\*\*\*Financing To Qualified Buyers.

1994 INTREPID AVAILABLE

WE WILL BEAT ANY BONAFIDE DEAL

\*Price Includes Any Factory Consumer Rebate or Factory To Dealer Incentives, Availability of Certain Models May Change. Previous Sales or Specials Cannot Be Combined With This Offer. \*\*Maximum Matching Down Payment Varies by Model \*\*\*Financing To Qualified Buyers

## Rockingham

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OCT 28 1993

# The '94 Ford Explorer is available at Nassar Ford

Ever since its introduction three years ago, the Ford Explorer has been America's best-selling compact utility vehicle. Given its quality, versatility, performance and best-in-class room and comfort, there's little wonder about its popularity.

Contemporary and aerodynamic, the Explorer is powered by a multi-port electronically fuel-injected 4.0-liter V-6 engine. The handling is responsive and the steering system is precise. A four-wheel anti-lock brake system is standard. The independent front suspension and the long wheelbase combine to help smooth the ride.

Equally at home off the road or out on the town the 4x4 model features the convenience of a dashboard-mounted Touch Drive transfer case control. And for those who don't need the extra 4x4 traction, Explorer is available as a 4x2. There is a choice of the four-door or the two-door, and no matter which one is chosen, the owner will be driving a vehicle that's best in class in overall spaciousness for passenger comfort and cargo utility.

The sophisticated Limited is the most luxurious and finely appointed Explorer. The going may be tough outside, but top-of-the-line amenities help keep things cool and very comfortable on the inside.

Air conditioning is standard and CFC-free. Also included is the outstanding sound of the Ford JBL audio system. There are six-way power seats with premium leather seating surfaces for both driver and front passenger. And, the driver's seat can remember up to three positions, which can

be recalled at any time for personalized comfort.

When properly equipped, the 4.0-liter, V-6 engine can haul a boat or camper weighing more than 5,000 pounds. For more detailed information, visit or call Nassar Ford.

The ride is smooth, thanks in part to the nitrogen gas-pressurized shocks. The handling, enhanced by front and rear stabilizer bars, is capable. And the power steering is designed for precision and response.

Safety is a major concern for many people and it's a high priority for Ford. Explorer comes with standard four-wheel anti-lock braking system. The four-door models come with child-proof rear doors that cannot be opened from the inside when activated. The Explorer Limited comes standard with a remote entry system.

## Bumper-to bumper coverage

The 36-month/36,000-mile bumper-to-bumper coverage of Ford's new vehicle limited warranty covers the complete vehicle (except for tires, battery, service adjustments and other items covered under separate provisions) against defects in factory-supplied materials or workmanship.

Ford also offers optional extended service plans that cover major components on new Ford cars and light trucks for longer than the basic warranty.

For complete information on the 1994 Ford Explorer and Ford's warranties visit Nassar Ford at 320 South Broadway, Lawrence, or call 688-6904.



Photo by Lisa Adelsberger

Henry Nassar of Nassar Ford in Lawrence stands next to the very popular Thunderbird Roadster. In addition to many other Ford models, Mr. Nassar is especially excited to announce the 1994 Ford Explorer. See the story at left for more information.

## NASSAR FORD GIANT AUTO SPECTACULAR SALE

<p><b>BRAND NEW 1993 FORD ESCORT WAGON</b></p> <p>O.D. trans., p/b, rear defroster, am/fm, air cond., tinted glass, electric mirrors, wagon group, luggage rack &amp; much much more. Nos. 3463, 3462</p> <p><b>SALE PRICE</b> <b>\$8999*</b></p>	<p><b>BRAND NEW 1993 FORD TAURUS GL</b></p> <p>5 cyl., auto./OD, p/b, p/s, cruise, tilt, a/c, am/fm, 4 door, p/b, p/w, rear def. GL decer group. &amp; much more. No. 3427</p> <p><b>204A PACKAGE</b> <b>\$15,420*</b> <b>\$246**</b> PER MO FOR 24 MOS</p>	<p><b>BRAND NEW 1994 FORD E150 CARGO VAN</b></p> <p>300 C.I., 6 cyl., p/s, p/b, auto. trans., side &amp; rear door glass, am/fm stereo, tinted glass, intermittent wipers, 5-P225 all season radial tires. No. 4167</p> <p><b>SALE PRICE</b> <b>\$14,195*</b></p>	<p><b>BRAND NEW 1993 FORD F-150 PICK UP</b></p> <p>6 cyl., OD trans., 133" wheel base, headliner, insulation pkg., am/fm stereo, p/b, p/s, Argent step &amp; tow bumper, P235 tires, Argent styled wheels, bright low mounted mirrors, &amp; much more. No. 32137</p> <p><b>SALE PRICE</b> <b>\$10,895*</b></p>
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\*FINANCE INCLUDES YOUNG BUYER COLLEGE CREDIT PROGRAM FORD RESALE. ANY CASH INCENTIVE TOYOTA & AVAILABLE. \*\*204A monthly = \$2,394. \$1500 cash down. \$400/1M; vehicle 11% p.y. interest & optional security deposit of \$150 required. Credit and lease terms & restrictions apply. All vehicles on sale for 1 year based on 1988 model year. Purchase price of \$15,500 available.

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<p><b>'88 HYUNDAI EXCEL</b> 4 cyl., auto. p/b, No. 30923A <b>\$3995</b></p>	<p><b>'88 LINCOLN TOWN CAR</b> SIGNATURE SERIES. Program, 1 owner. No. 30923A <b>\$9995</b></p>	<p><b>'86 JEEP CHEROKEE 4 DR.</b> 6 cyl., auto., a/c, case. No. 30923A <b>\$5995</b></p>	<p><b>'88 ISUZU TROOPER LS</b> 6 cyl., auto., p/b, No. 30923A <b>\$7595</b></p>	<p><b>'90 FORD BRONCO WAGON</b> 8 cyl., auto., a/c, p/w, case. No. 31018A <b>\$12,995</b></p>	<p><b>'90 FORD E350 PARCEL VAN</b> 8 cyl., auto., a/c, p/w, case. No. 31018A <b>\$14,995</b></p>
<p><b>'88 HONDA ACCORD LX</b> Cruise, cassette, a/c. No. 30923A <b>\$6995</b></p>	<p><b>'91 FORD LTD CROWN VICTORIA</b> Auto., a/c. No. 30923A <b>\$11,995</b></p>	<p><b>'85 TOYOTA 4x4 PICK UP</b> 5 spd. No. 30923A <b>\$5995</b></p>	<p><b>'89 NISSAN 4x4 PICK UP</b> 4 cyl., 5 spd., case. No. 31008A <b>\$7995</b></p>	<p><b>'88 CHEVY C-30 DUMP W/PLOW</b> 8 cyl., 4 spd., 100 miles. No. 30923A <b>\$13,295</b></p>	<p><b>'93 FORD E350 SUPER WAGON</b> 15 passenger, 8 cyl., auto., a/c, case. No. 30923A <b>\$19,995</b></p>
<p><b>'90 FORD TAURUS WAGON</b> 6 cyl., auto., a/c, case. No. 30923A <b>\$8995</b></p>	<p><b>'89 LINCOLN MARK VII LSC</b> Program, tilt seats, p/moonroof. No. 30923A <b>\$14,495</b></p>	<p><b>'89 FORD E150 CARGO VAN</b> 6 cyl., auto., No. 30923A <b>\$5995</b></p>	<p><b>'87 FORD E-150 CONVERSION VAN</b> Barned roof, p/b, p/s, No. 2743 <b>\$9995</b></p>	<p><b>'91 AEROSTAR EXT. WGN. 4x4</b> AWD, 7 pass., low miles, program. No. 309468 <b>\$13,995</b></p>	<p><b>'93 FORD EXPLORER 4 DR. XLT</b> Program, moonlight blue. No. 30923A <b>\$20,695</b></p>

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In addition to oil change services, the Lowell-area Jiffy Lube also performs radiator system antifreeze services, transmission fluid and filter services and air-conditioning evacuation and recharge services.

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More than 50 percent of all tire buyers are women. But, how many (and men, too) are informed shoppers?

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How does a person know when to buy a new tire? Insert the top of a penny into a tread groove. If the top of Lincoln's head is visible, it's time to replace the tire.

Or do a visual inspection. When the tread depth approaches the danger zone, a series of smooth horizontal bars will appear across the surface of the tire.

At the tire dealer's store or other retail outlet, expect the dealer or salesperson ask some questions such as:

- How much do you want to spend?
- Do you want a white sidewall, black-wall or raised-white-letter tire?
- What type of driving do you do - high speed, quick stops and starts, on slippery

highways, on road surfaces that are abrasive or hot?

- What is the mileage on the vehicle and how much longer will it be kept? For example, if one annually drives 15,000 miles and will keep the vehicle two more years, is a tire with a 60,000-mile warranty necessary?

Tire wear tells a lot. Expect the vehicle to be inspected for these conditions:

- Wear on the side or shoulder of the tread (tire under-inflated).
- Wear on the middle of the tread (tire over-inflated).
- Patches of wear (tire unbalanced, rim bent or faulty shock absorbers).
- Wear on one shoulder (wheels out of alignment).

Always replace tires with at least the same size as the original equipment. For any option size, check the vehicle owner's manual or with the tire dealer. The tire's size and maximum load that can be carried is indicated on the sidewall.

These facilities use Pennzoil fluids and FRAM filter products. All technicians are certified by Jiffy Lube through an examination program and all facility managers are school trained.

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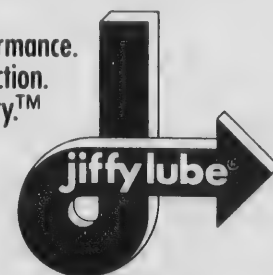
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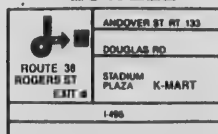
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<b>BRAND NEW 1994 DODGE CARAVAN</b> V6, auto, a/c, stereo, and more. Stk. #D633A <b>\$14,600</b> YOUR BOTTOM LINE	<b>NEW 1993 LEFTOVER MUST SELL</b> <b>DODGE DAKOTA</b> V6, auto, a/c, stereo, cruise, and more. Stk. #D591 <b>\$11,722</b> YOUR BOTTOM LINE

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<b>90 DODGE CARAVAN LE GRAND</b> V6, auto, a/c, stereo, and more. #D633A <b>\$11,990</b>	<b>91 DYNASTY LE</b> Power seats (all the way) #P1558 <b>\$9,150</b>	<b>90 DODGE DYNASTY</b> V6, auto, p.s., air, cruise, and more. low mi. #1559 <b>\$9,150</b>	<b>92 DODGE SHADOW CP</b> 5 spd, p.s., stereo, #P1520 <b>\$6,990</b>
<b>91 DODGE B250 MAXI-VAN</b> V6, auto, p.s., a/c, clean. #P1538 <b>\$10,990</b>	<b>88 PONTIAC SUNBIRD</b> Sport Coupe, one owner, just traded. Stk. #P171A <b>\$4,850</b>		

\* See salesperson for details. Only minutes from the Andovers

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# Cain sales staff has a hassle-free, low-pressure approach

By Stephanie Maughan

People may think that all car salesmen are pushy, "slam-dunk" characters who will try to talk you into a sale — the kind with the slicked-back hair, pinky ring, gold watch and Armani suit.

Well, maybe at some dealerships.

But the salesmen at Cain Chrysler Plymouth in Wilmington don't quite fit that image. They stress a hassle-free, low-pressure approach to sales, which has contributed to their ranking among the top 10 percent of Chrysler salesmen in the U.S. and Canada, selling to one in every three customers.

**Frank Scolaro**

Mr. Scolaro came to Cain about three years ago after teaching high school English and working for a trucking company. He got into sales because he enjoys working with people. Mr. Scolaro feels that his background has helped him communicate effectively with his customers. "The stereotype doesn't affect my work," he said, adding, "Honesty dispels myths." Approximately 20 percent of his customers feel they must be pushy or fight when they're buying a car. Mr. Scolaro counters this tendency by being open and by providing as much information as possible.

"Customers can tell if you are being up front with them," Mr. Scolaro said.

He goes on to point out that you don't have to try to drive a bargain at Cain because the hassle-free policy provides the best price available.

**Roy McMacken**

Mr. McMacken, who said he's in sales



Photo by Lisa Adelsberger

The Cain Chrysler sales team, from left, is made up of Ed Andersson, Kevin McDonald, Roy McMacken and Frank Scolaro.

because he enjoys speaking and dealing with people, came to Cain a year and a half ago after doing mapping and digital imagery for the military and a high-tech firm in the Boston area.

He gets a lot of referral business, perhaps because he focuses on listening to customers' needs and their expectations about

what they expect to get for their money, not just talking to them.

"People are aware of how they are being treated," Mr. McMacken said. Partly for this reason, he makes it a point to have time to help a customer after a sale.

All of this helps overcome the stereotype, which Mr. McMacken feels is tough to

do. He said that at many dealerships he has visited the sales volume was so important that the salesperson couldn't give personal treatment. "They just wanted to sell," Mr. McMacken said.

"We're not going to sell you something that you weren't planning to buy."

In general, Mr. McMacken said that customers are much more educated today.

"You can't just give them a sales pitch, you must relate to them at their level," he explained, adding that while in the past, color and options were big, now customers are looking for a car that will have a good resale value and that's safe.

Having a low-pressure environment also helps — Mr. McMacken said a customer can always come in just for coffee. He adds that people will often go to other dealerships, then come back to Cain.

**Ed Andersson**

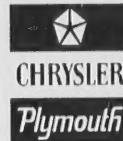
"My job is to help customers find what they need," said Mr. Andersson, who has worked at Cain for a year after five years' experience at another Chrysler dealership and about seven years as an information analyst at Raytheon.

He feels that the information gathering and analytical skills he developed there have helped him succeed at Cain. He switched to sales because he says he needed to be "driven" and wanted more variety in his job.

Like Mr. McMacken, Mr. Andersson says he spends most of this time listening to customers.

(Continued on page 15A)

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## Car care tip

Considering its complexity, the speed at which it operates and the punishment it takes, it's surprising a car's engine works as well as it does. Have it tuned regularly.

That means two tuneups a year or every 12,000 miles (a minor tuneup, preferably in the spring, and a complete tuneup preferably in the late fall).

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## Commonwealth Motors continues sales climb

The major reason for the success of Commonwealth Motors is the quality of service offered.

Charles Daher's Commonwealth Motors is one of the largest dealers in New England. The new 1994 cars are arriving daily at Commonwealth Motors and there are always more than 600 new Chevrolets, Hondas, Isuzus and used cars to select from.

The big excitement at Commonwealth Motors this year is the brand new, completely redone 1994 Honda Accord, which has received rave reviews from all the automobile experts. Chevrolet has also introduced a brand new S Series truck along with major improvements in the many models they build.

The major reason for the success of Commonwealth Motors is the quality of service offered. Service is open six days, Monday through Saturday, and they service almost every make and model car made. No matter where you bought your car, you can have it serviced at Commonwealth Motors. In a hurry? They offer express service and they also offer a free shuttle service to and from one's home or business. Commonwealth Motors has a full service body shop that offers free collision



Photo by Lisa Adelsberger  
Commonwealth Motors sales team members, Mike Legare, Scott Mulcaky, Richie Pulsifer and Brian Hesse, stand next to the new Honda Accord.

estimates and free towing. Commonwealth Motors also has a parts inventory in excess of \$500,000 so that almost every part needed to repair your car is readily available. All the technicians at Commonwealth Motors are factory trained and certified.

If you're in the market for a new or used car, you're sure to find the car you want in an affordable price range at Commonwealth Motors. The sales department is open seven days a week and offer various finance options along with several attractive leasing programs.

## Cain Chrysler sales staff ...

(Continued from page 13A)

"You have to be attuned to what the customer wants, not to what we have to sell them," he said.

"Educating the customer is most important. Sometimes how much you listen can make the difference in if the sale goes through."

Mr. Andersson goes on to say that every customer is different. People come in to explore - not necessarily with the intention of buying a car that day. Many have their defenses up. He said he tries to help customers enjoy the experience of buying a car.

"You make a sale by creating excitement," Mr. Andersson said. "We're not selling cars, we're helping people buy them."

**Kevin MacDonald**

Mr. MacDonald, who has a background in human service, rehabilitating head-

injured people, turned to sales because he wanted to do something different. After working at a car dealership for several months, he was disillusioned about it.

Impressed by the sales manager's open and upfront approach at Cain, Mr. MacDonald switched dealerships. He says that he likes being honest and won't try to talk a customer into a sale if they aren't "grabbed" by the cars. "I won't hide anything, even if it means I don't make a sale," he said.

Mr. MacDonald adds that the information he gives a customer will make or break the sale. He says that you have to handle the stereotype on an individual basis.

"You gain a customer's trust by listening," Mr. MacDonald said. "Sometimes it means you have to be thick-skinned and turn any abuse you get around, putting yourself in their shoes."

### Car care tips

- Keep engine oil and filter clean. As a car is driven, the level of contaminants in the engine oil constantly increases. As a result, it becomes more difficult for it to protect the engine. Regardless of the season, engine oil should be changed before it reaches a level at which damage can result.

- Maintain a clean fuel system. A dirty fuel system can contribute to poor acceleration and driveability. Clogged fuel filters should be replaced.

- Check engine oil level. Maintaining the proper oil level in an engine is not only important for operating the car safely, it helps the engine start more efficiently.

- Use the appropriate performance level and viscosity grade of engine oil. Follow the lube oil recommendations for the vehicle described in the owner's manual. Because Americans are keeping cars longer, there is an interest in synthetic motor oils that help prolong engine life.

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